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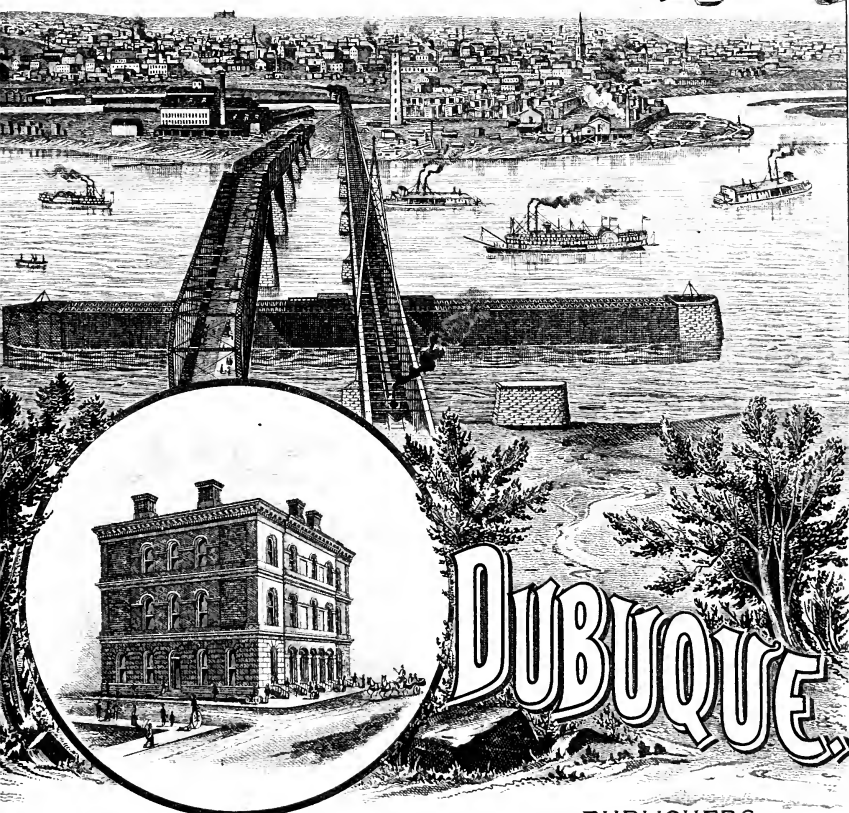
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DUBUQUE, IOWA.

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THE
Industries
• ————— of ————— •
Dubuque.

Her Relations as a Trade Center.

Business Houses
AND
Manufacturing Establishments.

J. M. ELSTNER & CO., PUBLISHERS,
DUBUQUE, IOWA.

1887.

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PREFACE.

INCIDENT to the remarkably healthy condition of commerce and traffic, of real estate, banking and finance, and the flourishing condition of the larger manufacturing, wholesale and retail houses and trade circles generally, the publishers present to the citizens of Dubuque the work which they have labored to embellish with interesting and valuable reading matter pertaining to the early history of the city, her present condition and future probabilities, a summary of wholesale figures and a sketch of leading industries, as well as valuable photo engravings of Main Street, public buildings, etc.

To the kindly assistance of many public men is the success of the work greatly owing. Among these the publishers return special acknowledgment to C. H. McMaster, Secretary of the Board of Trade; Major W. H. Day, John Bell, A. W. Daugherty, and others.

With these few words of explanation, and with the satisfied feeling that earnest efforts have been rewarded and goodly objects accomplished, THE INDUSTRIES OF DUBUQUE is committed to the press.

L. LLOYD SHAW, M. D.

DUBUQUE, Iowa, November, 1887.

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EARLY HISTORY OF DUBUQUE.

EVENTS OF THE PIONEER.—AN HUNDRED YEARS AGO.

THE earliest records of the brave and ambitious settler who came, 'mid danger and hardship, to seek his fortune in a wild and undeveloped country, are full of interesting and exciting narrative, and we, of the present, are in duty bound to hold sacred in our memory the names and chivalrous deeds of those who paved the thorny path which has proved a guiding star of wealth, peace and happiness to the present generation.

The natural course of events tends to revolutionize the past into a more enlivened and energetic future. The man of to-day is not the man of yesterday. Each succeeding period of time fain would bring us to a full realization of the wonderful progress of science and civilization.

It is here at the site of the picturesque City of Dubuque that the early settler came to seek home and riches. He appreciated the natural advantage of location, the rich and fertile soil surrounding on all sides, and the true grandeur of the scenery. He foresaw a prosperous future, although years of toil and hardship must necessarily intervene.

Inevitable Time has wielded his sickle of death, and there are left but few survivors to relate the tales and romances of earlier days. These, too, will soon be gathered with the others at rest, but on the pages of history may be found a golden imprint commemorating their names to posterity.

ENTERPRISING ADVENTURERS.

Dubuque was the first city permanently settled by white men in the State of Iowa. Father James Marquette and his associate, Mons. Joliet, were the enterprising adventurers who first beheld the towering, verdant hills, with the Mississippi, the Father of Waters, coursing leisurely between them. This was in 1673, over two centuries ago, and it was nearly a hundred years later before mission stations and trading posts were established at Kaskasia, St. Louis, and Prairie du Chien.

When Father Marquette visited this place it was in the interest of the Catholic missions established by France and Canada, and Joliet joined him in exploring the unknown West for commercial and political purposes in behalf of the French government. They descended the Mississippi with five Indian companions to the mouth of the Arkansas River.

The first permanent settlement by the whites within the limits of Iowa was made by Julien Du Buque, in 1788, when, with a small party of miners, he settled on the site of the city that now bears his name. Although previously a Spanish province, Du Buque obtained a grant from the Indian chiefs representing five Sac and Fox villages to work a lead mine which had already been discovered by the wife of the Indian Peosta.

In 1806 Du Buque and his associate claimants sought to have their rights established as a "Spanish grant," on the ground that the Governor of the Province of Louisiana had confirmed, in 1796, the Indian permission given eight years before. Du Buque died in 1810, but his heirs at law continued their claim, and the celebrated "Du Buque claim case" was legislated upon in Congress and litigated in the courts nearly fifty years, and was not finally settled, adversely to the claimants, until 1853. The associates and followers of Du Buque continued to work the mines, in peace with the Indians, until about 1830, some years after a permanent settlement had been made in the adjacent State of Illinois, at Galena, and in the then unorganized Territory, now the State of Wisconsin, at Sinsinawa Mound, about six miles from Dubuque.

When Du Buque first established his little colony it consisted of but nine other Frenchmen and himself, but they were enterprising and brave, and set about to establish for themselves a permanent home. They erected buildings and furnaces on the site of the old Tivoli garden, immediately north of Heeb's brewery, and for twenty-two years maintained a trade with the natives by exchanging, at St. Louis, the product of the lead mines for articles of Indian necessity and luxury.

DEATH OF DU BUQUE.

Du Buque died in 1810, at the age of 45, and was buried on the point of a steep bluff near his last residence, and near the present corporate limits of the city which bears his name.

Du Buque was represented as a man of wonderful enterprise and decided ability; and so great was the influence he acquired over the Indians that all matters of grave importance were by them submitted for his decision. He married the daughter of an Indian chief, and became identified with the manners and customs of his adopted kin. For many years after his death the Indians kept a torch burning nightly upon his grave as a token of the high veneration in which they held his name and memory.

INDIAN HOSTILITIES.

Soon after the death of Du Buque, an Indian war which had long been pending in the Northwest, broke out between rival tribes, and the small colony of half-breeds and traders, located at this point, abandoned their settlement in terror, and sought safer quarters. But little mining was done for the next fifteen years, and by an order of Zachary Taylor, then in command of the United States forces at Prairie du Chien, settlers were forbidden working the mines on this side of the river, on the ground that the territory had not been purchased from the Indians. A military company was stationed here to enforce this order, and this naturally gave vent to a deal of dispute and severe comment, as the exasperated miners could only watch the redskins bear off the treasure which they were forbidden to touch.

THE ADVENT OF OTHER FORTUNE SEEKERS.

In February of 1830, Edward Langworthy, a Mr. Thompson, Dr. R. S. Lewis, and one other whose name is not recorded, crossed the Mississippi and landed opposite the present city's site. They found no one but Indians to welcome their advent, or dispute their advance. They came to "prospect" among the mines and perfect terms with the owners. At that time there were supposedly no white persons on the west side of the river north of St. Louis. The cabins of the Indians alone furnished shelter to the venturesome travelers. The decaying hut in which Du Buque resided during his latter days stood solitary and desolate on the bluff above the Catfish, an exhausted sentinel, as it were, vainly essaying to sound a note of protest against the coming of that irresistible foe of barbarism—progressive civilization. The ambitious quartette remained in the vicinity over night, and failing of accomplishing any satisfactory results, retired to rest, and the next day, amid a blinding snow storm, began their retreat back over the Mississippi.

THE BLACKHAWK WAR.

At the breaking out of the Blackhawk War, during the Summer of 1832, the Indians were mostly driven from their village, and white settlers, including many of the former explorers, came to take up their final abode. In the Fall of that year, after the close of the war, a treaty was made by which the Indian title was limited to about one-third of what is now Iowa. During the Summer of the following year (1833) over five hundred miners and adventurers made a residence here, or explored more carefully than before the richest part of the Upper Mississippi lead region. Nearly half of them became permanent residents. From that time we may date the first legal settlement. The appropriate name, DUBUQUE, was selected by a public meeting. At the close of the year there were nearly five hundred

inhabitants, but it was not till June 12, 1834, that Congress provided for any government for the territory west of the river.

A CITY IN EMBRYO.

Now began the actual growth of the little settlement, and rapidly did it bud into a village, and finally a prosperous city. The year 1832 was, as will be inferred, an eventful period in the history of the future city and county. The first stock of goods ever brought to Dubuque arrived during the Fall of this year, being procured at Galena, and consigned to Noble F. Dean. The first saloon that found an abiding place here materialized the same year.

In 1833 a school was established and the following year a Sunday School, also a building for Protestant worship and for public meetings was erected under the auspices of the Methodists. A Catholic church building was commenced in 1835, and one by the Presbyterians in 1836. The town was then only three years old, but the roughness of a mining pioneer settlement began to disappear, and social order and the Christian Sabbath were regarded more than before. There were then fourteen stores of dry goods and groceries, four hotels and boarding houses, and mechanics' shops of various kinds. Among the improvements was a steam saw mill, built in that year. But the most important element of progress brought to the new town was a printing press, from which the first newspaper, "*The Du Buque Visitor*," the first paper west of the Mississippi, north of St. Louis, was issued May 11, 1836.

THE VILLAGE INCORPORATED.

The year 1837 saw hopes patiently fostered by the pioneer settler of this vicinity become happy realizations. In this year the town was incorporated and a board of five Trustees administered the government.

The following data concerning the village during the '40's we take from the compilation of the *Times*, 1886 :

"In 1837 Dubuque County included nearly all of Minnesota, and extended south as far as Rock Island and Davenport. In 1838 the separate Territory of Iowa was constituted. The inhabitants of Dubuque village were about 1500, and an agricultural population began to occupy the fine farming lands of the lead district and the country west of it. • A census of Dubuque County, including widely separated settlements, extending over 400 miles along the river, was taken that year, showing a total population of only 2381. Several of the settlements were within twenty miles of Dubuque.

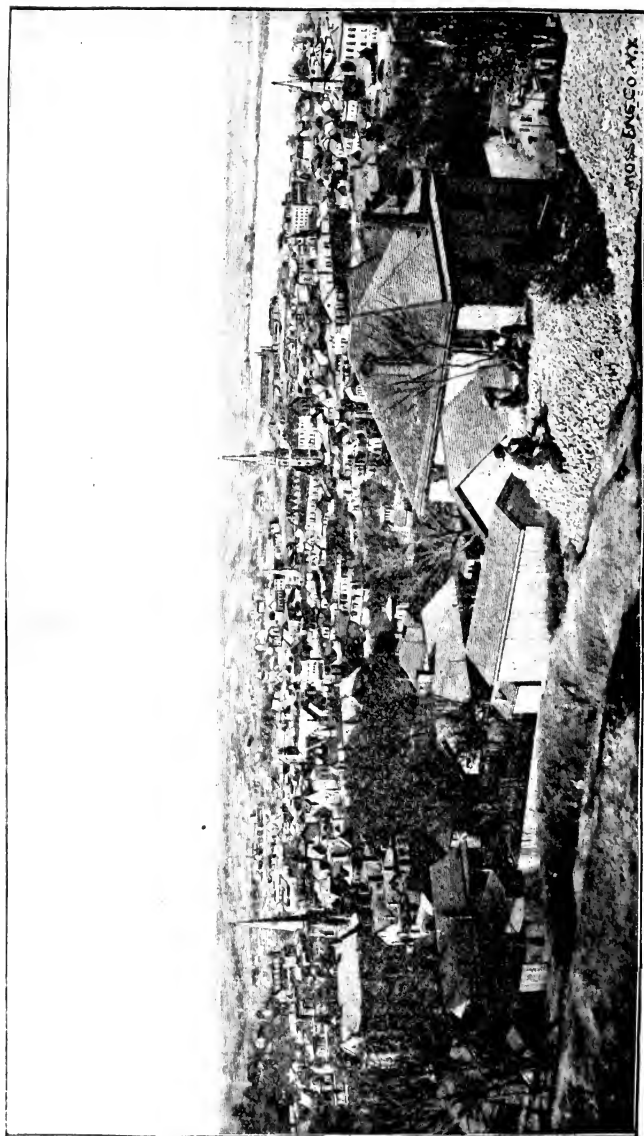
"In 1840, within seven years after the first settlement, the people for two seasons had suffered from the ravages of cholera, which had pervaded the whole country ; had endured all the privations of pioneers, and yet had

prospered beyond the precedent of any Western city in the same time, except Chicago. The hardy pioneers, before 1840, had made permanent homes ; had been successful in mining or other business ; had built churches and established schools ; had aided in making and enforcing laws, and had laid the foundation of a prosperous city.

" In the next year, 1841, Dubuque village aspired to be a city, and was incorporated under Territorial law, when a Mayor, with five Aldermen, representing as many wards, took the place of the former Trustees. From that time, and a little over forty years ago, may be dated the growth of Dubuque as a city. The population in 1840 did not exceed 1800.

" When Dubuque became a city of scarcely two thousand people, there was no railroad in any of the Northwestern States. Both trade and travel followed the river, on account of the cheaper freights and shorter time than by land. Many immigrants from the Eastern States came by the way of the Ohio River, and those who came by the way of the great lakes had still a wagon journey of two hundred miles between Lake Michigan and the Mississippi. The farmer immigrants still continued to come from the Eastern States, from the earlier settled Northwestern States and from the South."





VIEW OF NORTHERN PART OF THE CITY OF DUBUQUE.

MOSEBASS CO. N.Y.

THE DUBUQUE OF TO-DAY.

A CITY OF OVER 35,000 INHABITANTS.

Foremost Among Iowa's Wholesale and Jobbing Centers.

IN speaking of Dubuque we shall not dwell upon her past; that has laid the foundation for her future. The present time presents a thriving city, covering an area of eleven square miles, with beautiful fields, cultivated gardens, elegant residences, scattering trees, shady groves and cooling fountains, in its higher portions, while from its lower arises the smoke of its numerous factories, and the clatter and din of anvils, while in its wholesale portion, the shipping and receiving of wares and commodities from almost all parts of the globe, together with its manifold business relations, all unite to form a picture of real life in an active and prosperous city. But its activity is further increased by the numerous railroads passing through its busy limits, and uniting its interests, as it were, with those of the prominent cities of both the East and West, until its very social and business heart throbs with the invigorating fire of thrift and prosperity. Dubuque is, from its preeminent position, the first, and will continue to be the leading city of Iowa. From her geographical position, she cannot be otherwise; located midway between two great commercial centers, St. Louis and St. Paul, and nearly equidistant from the flourishing cities of Wisconsin and Illinois, on the western shores of Lake Michigan, her commercial advantages are paramount. In the matter of transportation her facilities are the best, as her railroads are the direct means of communicating with the richest and most productive portions of the Union. From the Missouri River, the second in commercial importance, the railroads have been so located that undoubtedly Dubuque will receive more of the trunk lines as a center, than any other point within the borders of Iowa and Minnesota. And it is further conceded that a greater number of railroads will, in the course of time, concentrate at Dubuque from the North, South and West, than at any other point within the nine hundred miles of the upper navigable Mississippi

above St. Louis. What then will be the future of a city, already having attained a growth almost unprecedented in the history of western cities?

A STEADY AND SUBSTANTIAL GROWTH.

No city in the west has enjoyed a more substantial or steady growth than Dubuque. Since 1840 it has experienced no particular "boom," but while rival cities may have had spasmodic bursts of advancement, Dubuque has continued to grow steadily, and has laid the foundations deep and lasting for a rich and grand development in the future. After the temporary boom of 1840, the succeeding ten years marked a period of trial and trouble. From 1840 to 1849 the population had increased from 1,000 to 3,000 people. At that time the railroad then in progress to connect Dubuque with the East, became an established fact. From 1851 to 1857 Dubuque made its most gratifying progress as a city. The population increased from 3,000 in 1849, to 15,957 in 1857. The panic of that year stopped temporarily the wheels of progress, but in 1859 business again revived, and from that date to the present, the growth of the city has been steady and substantial. Dubuque is by far the wealthiest city of Iowa, and it is largely due to this fact that her business men have felt, to a much less extent than those of neighboring cities, the effects of those periods of business depression so common during the past few years. With ample capital behind each enterprise, and the foundations deeply and broadly laid for unlimited growth and development, Dubuque is fully prepared to receive with a happy welcome the spirit of progress which now seems to pervade the community, and she will undoubtedly place herself far ahead of all her competitors in the race for supremacy.

SUMMARY OF WHOLESALE FIGURES.

These figures, which represent the actual jobbing business of the city, are compiled from the most available statistics, and they amount to the grand sum of sixteen millions of dollars. Where is there another city in the West, of equal population, that can make an equal showing?

SUMMARY OF RETAIL FIGURES.

The entire amount of retail business, compiled from reliable sources, is ten millions of dollars.

SUMMARY OF MISCELLANEOUS FIGURES.

The miscellaneous business summary for the past year is eight millions of dollars.

SUMMARY OF BUILDINGS AND IMPROVEMENTS.

It has been shown that in buildings and improvements one and one-quarter million have been expended.

SUMMARY OF MANUFACTURING.

The amount in manufacturing aggregates eleven millions of dollars annually.

TOTAL GRAND SUMMARY.

The yearly total figures of the foregoing industries make a yearly showing of forty-six and a quarter millions of dollars.

These figures do not include the exchanges sold by the banks and money orders sold by the postoffice, for, were they included, the grand summary of business would be swelled to the magnificent sum of nearly seventy millions of dollars.

THE OFFERINGS OF NATURE.

A fertile soil and a genial climate are essential to a high state of civilization, and certainly no city of the Northwest possesses these same elements to a greater degree than Dubuque, now a modern, thriving, representative city of over thirty-five thousand inhabitants, and with the brightest prospects for the future. If Nature has striven to beautify the face whereon is located our thriving city, Man has worked in unison with her; for certainly there has not been more lavish expenditures to adorn and beautify a city than in our own Dubuque. Where Nature planted the rocks there Man has, with his ingenuity, devised a method of making them his stepping stones to happiness, wealth and prosperity. For certainly it would be difficult to find a city more favorably located.

TOPOGRAPHY.

For a true description of the country around Dubuque, its soil, climate, and productions, none better can be given than is found in the notes of an eminent geologist: "The soil is generally about two feet deep, composed of clay, sand, and vegetable mold. Much of it, until remedied by drainage facilities, was too tenacious of water for the most convenient production of such grains as are planted in Spring. It is of a dark brown color near the surface, gradually becoming lighter in descending, till it imperceptibly passes into a yellowish clay, which, in turn, is based on a blue marl, containing pebbles which affords good water when penetrated. This latter stratum is found from fifteen to thirty feet below the surface in the upland prairies, so that it is only necessary to sink a well to that depth to obtain excellent water wherever it may be wanted. This is the character of the soil of the higher prairies.

"In the bottom lands, along the rivers, the soil is more sandy, and is but slightly affected by excessive rains, except such portions as are liable to overflow. The low lands are peculiarly adapted to the growth of Indian

corn, and the upper lands to the growth of smaller grains, though the yellow maize of the North succeeds remarkably well on the coldest soils of the dry prairies.

"The general appearance of the country is one of great beauty. It may be represented as one grand rolling prairie, along one side of which flows the mightiest river in the world, through which numerous navigable streams pursue their devious ways toward the ocean. In various parts of this district beautiful creeks are to be found, whose transparent waters are perpetually renewed by the springs from which they flow, and their supply of water is remarkably uniform throughout the seasons. They are, in many places, skirted by woods which afford timber necessary for building purposes, and so admirably are they distributed throughout that nature appears to have made an effort to arrange them in the most desirable manner possible. Where there is no water, isolated groves are frequently found to break the monotony of the prairie, or to be fashioned to the uses of the farmer. No part of the country is without good timber.

"Could I present to the mind of the reader that view of this country now before my eyes, he would not deem my assertion unfounded. He would see the broad Mississippi flowing gently and lingeringly as if in regret at leaving so delightful a region; he would see streams taking their sources in far distant regions, and gradually accumulating their waters as they glide steadily along through this favored region to pay tribute to the great Father of Waters; he would see innumerable creeks and rivulets meandering through rich pasturages; he would see neat groves of oak, elm and walnut, half shading, half concealing beautiful little lakes that mirror back their waving branches; neat looking prairies, apparently inclosed by woods on all sides, with the fields of the husbandman stretching far into the prairies; villages along the banks of the streams and distributed through the interior, and steamboats plying up and down the Mississippi, supplying the wants of the inhabitants, transporting their surplus products to market, and bringing accessions to the growing population anxious to participate in the enjoyment of Nature's bounties so liberally dispensed."

From the foregoing eloquent description it will be seen that Dubuque has surroundings, irrespective of her own superior advantageous location, which entitle her to the name which she so eminently merits, "The Key City of the West."

GEOLOGICAL FORMATION.

Nature, with lavish hand, has bestowed upon the rocky formation of the city, that which is valuable in many ways, at present, and which will continue to increase as new developments are made. Beginning upon the river bank, where the soil has been made by the rich alluvial deposits of the mighty Mississippi, we find a rich plain, or flats, from three-fifths of a

mile in width, to three miles in length, and covered with a soil to the depth of three feet, under which is a bed of clay from fifteen to thirty feet. Rising in gentle terraces above the flats, are the magnificent strata of the Trenton Period, with its outcroppings of fossiliferous limestone, rising one above another to the height of more than two hundred feet above the low water mark. The dip of the formation, as seen in the main, varies from three to five degrees from the horizontal. This inclination is principally to the South, and, from the best authorities on geological science, was caused by convulsions which shook our planet from center to circumference, in the Pre-Glacial Period. As proof of this, there are numerous "faults" to be seen in the rocks, which could only have been caused through terrible and continued convulsions. Through the same agency, this rocky strata has become fractured in its line of predominance, and presents what is known as "cleaved," or the rocks are broken by regular seams or crevices, which render it easily quarried. In speaking of this we quote Prof. Whittlesay: "Trenton Limestone:—This rock first makes its appearance in ascending the Mississippi, in the neighborhood of Dubuque, and is exposed to a sufficient extent to be quarried, at Eagle Point, about two miles above the city. The fact that this rock splits in layers of a suitable size for building purposes, and that it dresses well, being quite free from chert, renders it a desirable building stone, and it is much used for that purpose at Dubuque. The Trenton beds have not been noticed in Dubuque County except on the Mississippi River."

GALENA LIMESTONE.

"This rock is of great importance in this county, as the source of the lead ore which has been so extensively mined in the vicinity of Dubuque.

"The lithological character of the galena limestone, as seen in this county, where it is as well developed as in any part of the Northwest, is everywhere nearly the same. It is an almost pure dolomite, containing from three to eight per cent. of silicious substances, intermixed with the double carbonate of lime and magnesia, and tinged with a light grayish color by a little carbonate of iron, where it has not been exposed, but which soon changes to a light buff by the oxidation of the iron, when acted upon by air and moisture. A thickness of a little over 250 feet of this formation is exposed at Dubuque, and that seems to be about its maximum development."

LEAD.

"The existence of lead deposits in the Northwest was undoubtedly known to the aboriginal inhabitants, whether they were worked and the ore smelted into lead previous to the time of the whites, is a question of some doubt. The mines in the vicinity of Dubuque are among the most interesting and remarkable of the whole lead region. Extending over an area, on

the surface, of hardly more than twelve to fifteen square miles, there is probably no district of equal extent in the Mississippi Valley which has produced so large an amount of ore. The crevices are more extensive, both vertically and longitudinally, than in any observed in Wisconsin; and their whole arrangement and grouping exhibit a degree of regularity which is rarely exhibited by this class of mineral deposits, and which most closely simulates them, in this respect, to true veins."

The nature of the rocks in the immediate vicinity of Dubuque, is of the galena composition, and vast deposits of this ore impregnate the hills awaiting development. This will form another strong and powerful element of industry and wealth, which, with the other phases of commercial auxiliaries, will add much weight to even the present prosperity.

DUBUQUE AS A WHOLESALE AND JOBBING CENTER.

The amount of business done in the Wholesale and Jobbing Trade in Dubuque is one of its most important elements of success, for it may safely be said to have nearly twice as much in this direction as any other city in the State. In the Jobbing Trade Dubuque holds her own against all odds, and it is an acknowledged fact that even the Chicago wholesale houses do not deign to send their representatives, except in few cases, to grounds held by the jobbers of Dubuque, while she has always held the fields in contention with Chicago, St. Louis and St. Paul houses. And it is from the very fact that in competition with much older and larger cities, our jobbers will not be vanquished, that we establish the claim of being a city of remarkable commercial advantages. Why this is so, we will briefly explain: Dubuque dealers purchase their goods in fully as large invoices as almost any other jobbers either east or west. Hence, they buy direct from first owners and manufacturers and at the lowest rates. Another very important reason is that Dubuque, as a competing Western market, is some three hundred miles nearer the section where consumption occurs than any other, and also one thousand miles closer the same than any Eastern market. To recapitulate, and possibly add to what has been given, it should be borne in mind that in no jobbing market in America, transportation charges added, are goods sold cheaper than in Dubuque.

From the foregoing it will be seen that from her natural and accrued advantages, Dubuque is and must continue to be the great jobbing center of the State, if not of the Northwest. As an illustration, let us take the Dry Goods, in which line Dubuque exceeds that of any other city of Iowa, and in this our jobbers possess more knowledge, have a larger capital invested, and are more judicious in their purchases for their own particular section, than any other city of her size in the West. Quite a number of our houses are direct importers. We have two wholesale and twenty retail dry goods houses in the city. One wholesale firm in Dubuque is the

most extensive in the whole Valley of the Mississippi. It ships its merchandise all over the Northwest, besides through the adjoining States east of the Mississippi. As a summary, the aggregate annual sales of the dry goods firms of Dubuque will reach, in round numbers, three millions of dollars. More definite figures are given elsewhere. Using this as a factor of the jobbing trade of Dubuque, the auxilliary facts when gathered, as demonstrated by actual, carefully compiled statistics, show that the annual jobbing summary of the city amounts to the magnificent sum of sixteen millions of dollars.

DUBUQUE AS A MANUFACTURING CENTER.

Possessing the advantages that have already been enumerated, and having such an enormous jobbing trade, Dubuque also stands foremost among the manufacturing cities of the State. For, being so favorably situated, it is easily accessible from points of production, so that raw material can be obtained reasonably, and its transportation insured to be safe and rapid. In the course of manufacture, the best and most approved methods take the precedence of the older styles, and our manufacturers, taking that pride in their business characteristic of the thrift of the city, would not deign to send out "shoddy" goods, but instead those of merit and reliability. And laborers can live more cheaply in Dubuque than elsewhere. These facts, together with others of minor detail, all contribute to the advantages of the city as a manufacturing center.

Among the many articles manufactured in Dubuque, we mention a few of the most extensive, and the value of the product manufactured annually by one single firm, without naming it: Wagons, \$500,000; sash, doors and blinds, etc., \$260,000; machinery and repairs, \$750,000; machinery, boilers, and castings, \$200,000; crackers, cakes, spices, etc., \$150,000; printing and book binding, \$105,000; lumber, pails and tubs, \$120,000; pumps, castings, fence, etc., \$155,000; chewing and smoking tobacco, \$175,000; engines and machinery, \$150,000; plows, etc., \$275,000; overalls, etc., \$545,000; lumber, lath and shingles, \$350,000; pork products, \$2,500,000.

Situated so as to receive the overflow of products from the great Northwest, Dubuque is a splendid market for lumber, hence all those industries which naturally arise from a soil rich in products, and a geological formation abounding in minerals, do absolutely center right here in Dubuque. The great lumber producing regions of the Northwest either lie near the streams which flow into the "Father of Waters," or directly upon its venerable banks, thus making an easy way of transportation from the place where the logs are cut from the parent tree and made into excellent lumber, to where the latter passes from the dealer to the consumer. The most

tangible form of the lumber trade in Dubuque, or at least manufactured lumber, is in that of shingles; and there is one firm alone in the city that does business to the amount of \$160,000 annually, and another of \$260,000, while another turns out the amount of \$325,000 annually. With such figures there is hardly any reasonable limit to the amount of business in even this one direction, and it only points to the fact that Dubuque has many sides to her pyramid of industries, of which that of lumber is not the least in the scale of importance.



THE MUNICIPALITY.

The city covers an area of 5760 acres, or nine square miles. It is built largely upon the rocky portion of the city, or bluffs, and from its peculiar position presents to the vision a panorama not often witnessed, and singularly beautiful. The resident portion of the city is situated, upon an average, 196 feet above low water mark. Geologically speaking, the bluffs are really the outcropping of the Trenton period, which is simply limestone, and within this solid bed are entombed the fossil remains of animals living long ages before man came upon this planet, and which to-day are the open leaves of the Book of Nature, whose pages are the unfoldings of knowledge and wisdom. These bluffs may be said to form a semi-circular range of hills just above the business portion of the city, and rising to a considerable elevation above the majestic Mississippi which flows in silent grandeur below. These hills have a picturesque sweep, crowned with native trees, and dotted with elegant residences.

The business portion of the city extends from the bluffs east to the river, called the "flats," in its lower portions. These flats extend along the river bank two and three-fourths miles, with an average width of about three-fifths of a mile. Naturally these "flats" serve many purposes in the economic phases of the city's development, among which are those of affording suitable locations for manufactories and ample grounds for the accommodation of the railroads passing through the city.

The new Highway Bridge, having its western terminus on these flats, is of great importance to the municipal interests of Dubuque. We speak of it briefly as a full description is given elsewhere.

The climate of the city is quite similar to that of other points of the same latitude in the Upper Mississippi Valley. Owing to the humidity of the climate and a topography specially favorable to drainage, the death-rate is remarkably low, only 14.3 per 1000 of population. The city is healthy and very pleasant. The thoroughfares are kept in good repair, and ample opportunities are afforded for travel within the city limits, several lines of city railway having been built, with others in projection. Here art, science, and the higher education, receive attention and patronage.

City Parks.—The city contains two beautiful public parks—Washington and Jackson—located in the heart of the corporation, and Custom House Park, near the Custom House, a small park. Washington and Jackson Parks are embellished with trees, while beautiful walks traverse



WASHINGTON PARK MONUMENT.

them. Washington Park contains one of Dr. Coggsell's fountains and statue monuments, which is very attractive, and adds much to the beauty of this park.

Hill Elevators.—Fourth Street Elevator is an attractive feature of the pleasure ground of Dubuque, a miniature railway operated by a portable engine at the summit of Fourth Street Bluff. Suitable and convenient cars are provided, which, attached to a cable, ascend and descend alternately. The view from the summit of the hill is magnificent, as it affords a birds eye view of the city, and, removed from the noise and bustle of business, it affords a place of recuperation and rest. On this account, it is a place of public resort, not only for residents but for strangers who visit our city.

The utility and success of the Fourth Street Hill Elevator has created a desire for a similar requisite in closer proximity to the central business portion of the city, and the matter of building the second elevated railway has for some time agitated the minds of our prominent citizens, and as a result, a corporation has been formed with a capital of \$5,000, and which is to be known as "The Dubuque Eleventh Street Elevated Railway Co." The work will soon be pushed forward, and the road will be completed within three months. When completed this will be another feature of convenience, pleasure and comfort, which will add much to the growing interests of the city.

Upon the whole, as a fitting tribute to the city, it can truly be said that public sentiment and policy is favorable to the relaxations of life, as well as to the pursuit of wealth, and the full enjoyment of a pleasant and profitable existence.

The City Government.—The political organization of Dubuque, like all the other phases of her prosperity, is practically upon a solid basis. Careful and conservative men have been at the head of affairs and administered the government wisely. With the continuance of men of integrity and business tact, in official places, the financial prosperity of the city will be assured. The present indebtedness of the city is \$833,543.85, all of which has been contracted for needed improvements; but the funding has been so arranged as to gradually exhaust this debt. A part of the principal of the bonded debt, due during the fiscal year, will leave a balance of \$825,846.89. The interest becoming due during the year is \$45,786.74. Now turning to the resources: amount of delinquent tax estimated collectible, licenses and cash in hands of the City Treasurer, we find amounts to the snug sum of \$98,576.19, or nearly one eighth of the total outstanding debt. But the real estate, together with other assets, turn the scale considerably, as it amounts in round numbers to \$17,750,000. The County real estate, in comparison, reaching only \$3,796,050, and the

personal, \$1,837.830. It is thus seen that the city, outside of its banking interests, is financially sound in its financial condition, and the future will increase its strength many fold.

Public Highways.—The streets of Dubuque are lighted both by gas and electricity. The city gas works are constructed upon the latest and most approved principles, and with ample capacity to supply gas to all consumers at reasonable rates. The Electric Light and Power Company furnish electric light to offices, stores and factories, at a nominal cost; the light is conceded to be of the best quality, and rendering general satisfaction. Local travel is rendered comparatively easy by means of

The Dubuque City Railway Co.—Organized October 1, 1867, who immediately built a single track route about three miles in length. Cars began running over the road May 23, 1868, thus inaugurating a new era in the history of the city. In 1885 another track was laid over the old route and a new line established. And it may be truly said that Dubuque is the first city in Iowa laying a double track street railway.

Excellent Water Supply.—A plentiful supply of water of the purest quality is furnished by the Dubuque Water Works, from subterranean springs, located in the northwestern portion of the city, some eighty feet above Main Street, and through the natural force is brought in abundance where needed. Besides this water supply, five artesian wells, averaging one thousand feet deep, furnish water of a mineral nature, and are eagerly sought for medicinal properties.

Police Force.—The police force of the city is composed of the marshal, captain of the night force, and twenty-five patrolmen, and the aggregate salary paid to the Police Department for the year 1887, is \$13,720.60. Improvements in the Police Department are being rapidly made. To the already effective workings of the department a patrol wagon will soon be added, and during the present year the latest improved system of police alarm telegraph. Thus equipped, the city will have a Police Department second to none in the State, in proportion to the population.

Fire Department.—Commensurate with the thrift and enterprise of the citizens, the Dubuque Fire Department can be truly claimed as pre-eminent over that of any other city in the State, and with its new equipment bids fair to challenge even older and wealthier cities. The Department consists of one chief engineer, two company captains, three engineers, two stokers, four pipemen, two horsemen, five drivers, one tillerman, and five minutemen. There are three splendid steamers, built by the

Silsby Manufacturing Company, Seneca Falls, N. Y., and having a pumping capacity of 500, 700, and 900 gallons per minute, respectively, and supplied with ample hose capacity, efficient hose carriages, and a first class hook and ladder apparatus manned by brave and daring firemen. The expenditures of the Department during 1886 were \$19,125.03, and the total valuation of the property belonging to the Fire Department, according to the Chief Engineer's last report, is \$50,893.08.

Street Improvements.—Dubuque has thirty-six miles of improved streets and alleys, which cost, for cleaning and repairing, \$14,000 annually, or 23-10 cents per sq. yard. This, upon comparison with other cities building pavements of more expensive material—cedar blocks, asphalt or stone—is found to be only between 5 and 6 per cent. of theirs. Macadamized paving costs less than 40 cents per square yard, while the cedar block pavement costs \$1.20 per square yard. These are items that have been carefully scrutinized and investigated by our city fathers, and they enter largely into the economy of a healthy municipal government.

Buildings.—The city ordinance requires permits, which are issued to those contemplating the erection of buildings. Of these, 112 were issued the past year, of which 61 were for brick and 51 for frame buildings. These brick buildings are valued at \$233,887, and the frame at \$45,200, making a total of \$279,087.

Drainage.—From its peculiar topography, the drainage of the city has been considered by the best engineers to be both easy and effective, and it has become an established fact that largely upon its drainage depends the sanitary condition of any city. Thus far, 356-100 miles of sewerage have been built, and with a minor exception, are constructed of stone, brick or tile. Owing to the peculiar situation of the streets upon the bluffs, they are subject to "storm water," and these sewers were built principally to convey this "storm water" from the surrounding bluffs to the river. But the city has long been in need of a system of sewerage which would satisfy the requirements of her whole area, and after being agitated a number of years, she has adopted the "Warring System"—one in universal use, and first introduced by the inventor, Mr. Warring, in Memphis, Tenn., soon after the yellow fever scourge a few years since. The City of Dubuque has four drainage districts, and the plans and specifications of the First District were drawn by consulting engineer, Chas. B. Davis, of Chicago, and submitted to the City Council and adopted. The specifications were very elaborate, and among other things provide for the preference of employment being given to citizens of Dubuque. They show the total length of the sewerage system of District No. 1 to be nine and three-quarter miles, and the average cost per mile, including the main sewer, \$7,550; excluding main sewer,

\$6,000 per mile. This will make the aggregate cost of the main sewer and connections to be \$28,400, and the total cost of the complete system in the First District, \$73,620. The main sewer is to be constructed of either brick, vitrified pipe and cement. Vitrified pipe is the most expensive, as well as the most durable, and the estimates of the engineer are made upon the basis that this pipe will be used. Bids have already been submitted under the plans and specifications of the engineer, and the work will soon be pushed forward, and it is expected that the main sewer will be completed within the next few months. Thus another progressive and sanitary element will be added to our beautiful city, while it pushes its way upward among the first in commercial importance, regarding its size, in the great and growing Northwest.

The Public Schools.—In speaking of the public schools, it is a fitting tribute to the people of the Commonwealth to emphasize the fact that the public school system of Iowa is second to none in the Union. It is broad and deep, and has been developed through the profound intelligence, the literary sagacity, and the humble common sense of the founders of the Government, and the men and women who saw the future greatness of their State in the superior education of her people. How much of the educational spirit of the State is infused into the composition of the public schools of Dubuque can only be known by referring directly to the high order of work accomplished in them and the officers and teachers employed to carry on and maintain this noble work. Hence, the educational advantages possessed by the public and private schools of the city are many. The schools are actually models of most efficient management, and men of high intelligence and broad, comprehensive views have, from the founding of our schools, been chosen as members of the Board of Education. Our school buildings are fully equal to any in the west, and all who wish to avail themselves of the benefits arising from good schools, should seek the free air of the Key City. The public schools of Dubuque are eleven in number. The first five, except the High School, are named according to the respective wards in which they are located. The remaining four take their names from the streets upon which they are respectively located, hence they are not herein named.

School Board.—The efficiency and permanency of the public schools of Dubuque are due largely to the character and broad, liberal views of the members of the Board of Education. Contrary to that of many places, the men composing the Board—six in number—are selected without reference to political ideas, and perform their duties without remuneration, and solely for the advancement of the young and the progress of the city. And here it should be borne in mind that the Board of Education is absolutely independent of the city government in its broadest sense, literally controls the school property, as well as administering to the wants of the schools.

Value of School Property. Taxes.—The estimated value of the school property held in trust by the Board of Education is \$210,000, and the funds received and paid out during the last school year amounted to \$33,511. The contingent fund for other purposes, expenses, etc., \$19,649. The State apportionment of school tax fund is \$9,424.20. The school tax is estimated by the Board of Education and levied by the Board of Supervisors.

Teachers, Enrollment, Etc.—There are eighty-three teachers employed in our public schools, receiving the aggregate salary of upwards of \$30,000. And here is a fact that deserves special attention, that most of the teachers are graduates from the Dubuque High School. Having received their education at home, they are considered competent to teach in the same schools where they caught the first gleam of intellectual light. From this fact, our teachers largely retain their positions for several years, and some of them have been retained for twenty years. Our schools have been managed on the conservative plan, and nothing has been introduced in the courses of study which any of the regular teachers could not teach. In this connection special instruction has not been given. That rock upon which so many school systems have broken and sunk—special branches—has thus been avoided. There is no Superintendent, as the Principal of each building superintends his own school. The total enrollment of the Dubuque public schools is 4,405, with an average attendance of 3,022, which is unexceptionally good, being nearly 70 per cent. of the actual enrollment. As a recapitulation Dubuque has in her schools, alone, that of which she may well feel proud, for they compare nobly with those of any other city in the State.

Miscellaneous Schools.—The city has also the following private and miscellaneous schools: Academy of the Visitation, German Theological Seminary of the Northwest, Van Vleet Collegiate Institute, St. John's Evangelical Lutheran School (Ger.-Eng), Mt. St. Joseph's Academy, St. Frances' Convent, St. Joseph's College, St. Mary's Academy, St. Mary's Parochial School, St. Raphael's Boys' School, St. Vincent Presentation Convent, School of the Sacred Heart, Young Ladies' School, and Bayless' Business College.

City Officers.—The municipal government of Dubuque is administered by the joint and harmonious efforts of fifteen officers, ten of which are Aldermen—two to each ward. The remaining five are as follows:

Mayor—C. A. VOELKER.

Recorder—JOHN STAFFORD.

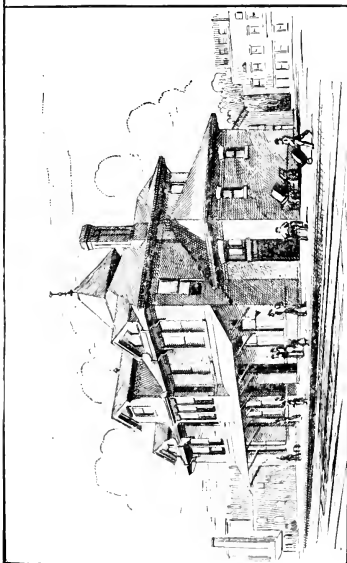
Auditor—HENRY RICHTER.

Treasurer—E. P. LANGE.

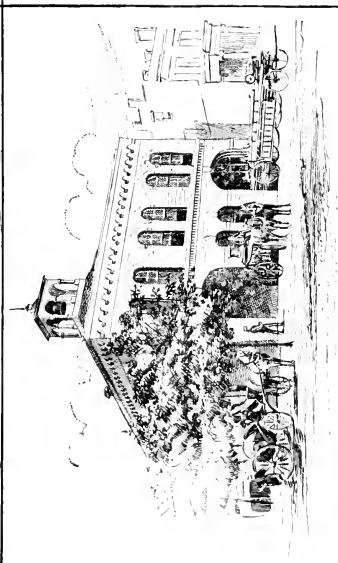
City Attorney—HENRY MICHEL.

The Dubuque Post Office.—Since the inauguration of the U. S. Mail System, in keeping with the electric improvements of the age, rapid and most useful advancement has been made in our mail system. From the method adopted by Franklin,—by relays of horses and coaches—consuming days and even weeks in conveying mail matter but short distances, has developed the fast mail system. But steam prepared the way for this needed improvement, and out of this has grown a gigantic system whereby hundreds of tons of mail are handled in a single day. And in the progress of universal ideas the mail facilities have entered as an important factor in every social and commercial avenue. As an outgrowth of this fact, distributing points of sufficient capacity for the rapid delivery of the mail are required. In cities of sufficient population it has developed into a regular delivery system, whereby mail matter is delivered and taken up at the very doors of our domiciles and places of business. In proper keeping with the other prosperous interests of Dubuque she has erected, in co-operation with the National Government, an elegant United States Post Office and Custom House. It is a beautiful three-story building, with an ample basement. It was erected in 1866, and cost the magnificent sum of \$179,000. The architecture of the building is such as is peculiar to structures of this kind; the foundation is very solid, and the superstructure, devoid of show or ornamentation, though plain and neat, and above all enduring. The government offices are situated in the interior labyrinth of the rooms. The Post Office occupies the ground floor and is furnished with the latest styles and designs of Post Office furniture and fixings.

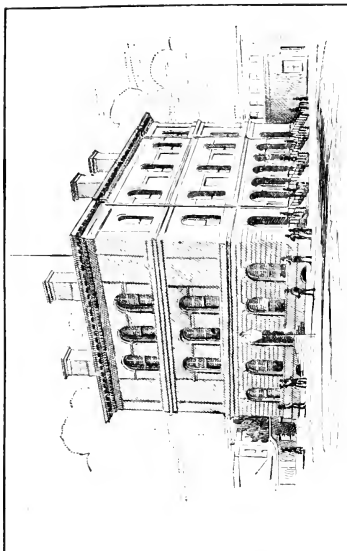
Early History Compared With Present.—The Dubuque Post Office is the first established in Iowa, and probably west of the Mississippi. Previous to 1833 Dubuque County had no mail service, and even long thereafter mail was delivered by promiscuous carriers, and to George Ord Karrick belongs the honor and credit of bringing the first mail to Dubuque, which feat was successfully accomplished during the above mentioned year. The first postmaster in our city was Milo H. Prentice, who performed the duties of that office with manly dignity, though the deposit of weekly mail was safely stored in his hat or tea box in his store on Main, between Third and Fourth Streets. From such a beginning has our present system evolved. In 1879, just forty-six years from its establishment, the Dubuque Post Office transacted a business reaching into the thousands. During that year 1,075,048 letters and postal cards alone were mailed in this office, besides other mail matter. The total sales of the stamp and envelope department were \$31,908.73; revenue, \$32,581.47; depository, \$32,123.92; money order department, received and paid, \$386,796.51; carriers' department, total number of pieces handled, 1,884,103; expenses, salaries and miscellaneous, \$7,941.16. Splendid success has been achieved in the last eight years



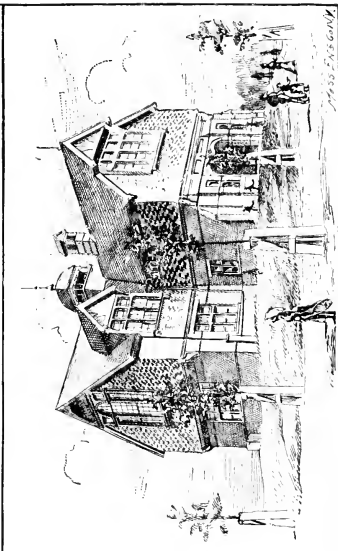
C. M. & ST. P. R. R. DEPOT.



SECOND WARD ENGINE HOUSE.



CUSTOM HOUSE AND POSTOFFICE. WEST DUBUQUE SCHOOL HOUSE.





in our Post Office business, as, from actual figures in 1886, \$43,378 passed through the proper hands, and during the interim many improvements of note have been made, which make our mail arrangements, in co-operation with the railroad facilities, decidedly in advance of many cities boasting of a greater population. Our city postmaster is Mr. M. M. Ham ; assistant postmaster, J. B. Lane. There are ten carriers at present, and the force will undoubtedly be increased to one or two more in the near future, that our mail interests may not flag, but like the city, keep its onward march up the road of progress. A very fine photo-engraving of the Post Office and Custom House building will be found on the preceding page.

Dubuque Court House.—In the hurry and bustle of business our citizens have not been able to attend to all the wants of the city, and having a superb Post Office and Custom House, another want has naturally arisen—that of a fine Court House. The architect's plans for one of great beauty, elegance and utility have already been submitted, and could they be acted upon by the authorities—which it is hoped will be done—our Court House, when built, would be second to none in this portion of the State. The style of architecture does not belong to that of any particular class relating to the old school, but it is a pleasing modification of the most approved in modern use. The building as designed is of ample capacity for the accommodation of all the offices and departments necessary for the transaction of both the County and City business, and the structure itself will be a most beautiful embellishment to the “Key City of the West.”

Home for the Friendless.—Among her benevolent institutions, Dubuque may well feel proud of this. Yet, its origin is due to the benevolent sentiments of the late J. M. Griffith, who, at his death, bequeathed the elegant building and grounds now constituting the Home. Upon the death of his wife she bestowed upon the institution \$5,000 as a legacy. It is now occupied by upwards of thirty inmates, and is under the charge of a lady of broad sympathy, and through her indefatigable energy and perseverance the institution has become one of permanence and utility. The great object of the Home is to afford care and protection to poor and friendless children, and to afford a home for the aged, who, when nearing the end of life's journey, need sympathy and protection. Mention is made of this institution in another part of this work.

Churches.—The religious interests of Dubuque are extensive and varied, there being at least twenty church organizations, all of which own houses of worship. These are in many cases handsome and expensive buildings. The churches are represented by pastors of education and high culture, who are persons of broad, comprehensive ideas. Under such

supervision the church societies have grown to be strong and vigorous. In brief, the character of religious thought and training in the churches of Dubuque is equal to that of any other city in the world of equal population.

Cemeteries.—When the temporal body has served its purpose and is laid to rest amid the mold of Mother Earth, a fit resting place for it is desired, and it is natural to select a place where the ashes may rest secure and safe, and removed from the haunts of men, molder back to its native dust. Early in the city's history her citizens saw the need of a suitable and convenient place for the ashes of her dead, and from this want has sprung the different cemeteries of Dubuque. The following are given: Linwood and the German Catholic in the city; Key West, Rockdale, Center Grove, and Asbury cemeteries, located in different portions of the county.

Amusements.—Dubuque has no dearth of amusements, as her people have caught the spirit of the larger cities and have built a fine Opera House. This building—a fine structure—was erected in 1877, and is located on the corner of Main and Fourth Streets. The lower portion is at present occupied by stores and the box office. The remainder of the building is devoted to the Opera House proper. The interior of the building is elaborately finished and furnished with the latest designs of stage furniture, curtains, etc. One special feature of the stage is the scenery, of which there are sixteen scenes, illustrative of both comedy and tragedy. The drop curtain is embellished with a fine scene in the *Lady of Lyons*, by a celebrated artist. The interior is brilliantly lighted with gas, and it will seat 1,200. Dubuque has many other places of amusement, but this is the principal one.

Clubs.—There are many clubs in Dubuque, and they afford social and intellectual recreation and benefit to many people. Among those most important is the Commercial Club, an organization of the business men of the city, and now numbering upwards of 170 members. The club rooms are handsomely located at the corner of Main and Eleventh Streets.

Fine Art.—Science and art are the twin sisters of progress. Where one develops the other is sure to be found. Among the many different phases of art, that of fine art is claiming the attention of the more refined and intellectual classes of humanity. In this connection the Dubuque Art Association occupies a high place in the institutions of the city. It was incorporated in March, 1879. Being founded and maintained by men of capable qualifications it has grown to be an object of pride as well as satisfaction. From its first inception it has received the aid and guidance of a first class artist, and its paintings number among their collection those of

rare merit and high artistic skill. With a large membership this organization is an ornament to the city, as well as a continual satisfaction to themselves.

Public Library.—Probably nothing in the rise and progress of any city so directly affects the intellectual standing of its people as the opportunities for reading. Ours is a reading age, and our people a reading people. "Tell me the character of their literature and I will tell you the character of the people," was said by an eminent writer. More fitting words were never uttered. In this relation again Dubuque comes forward into the front rank and presents to us her Library. The Young Men's Library Association was begun over thirty years since, and has been steadily growing until, with the exception of the State Library at Des Moines, it is not to be excelled in the Northwest. It now has 12,533 volumes, and these were selected with the utmost care. Standard and miscellaneous works grace the shelves, besides which the popular magazines and periodicals of the day, including the daily and weekly newspapers, are constantly on file and available to the reader. The winter course of entertainments given by the association is not only a source of knowledge and amusement, but it is also a valuable scheme financially, as from \$800 to \$1,000 are thrown into the treasury every winter thereby.

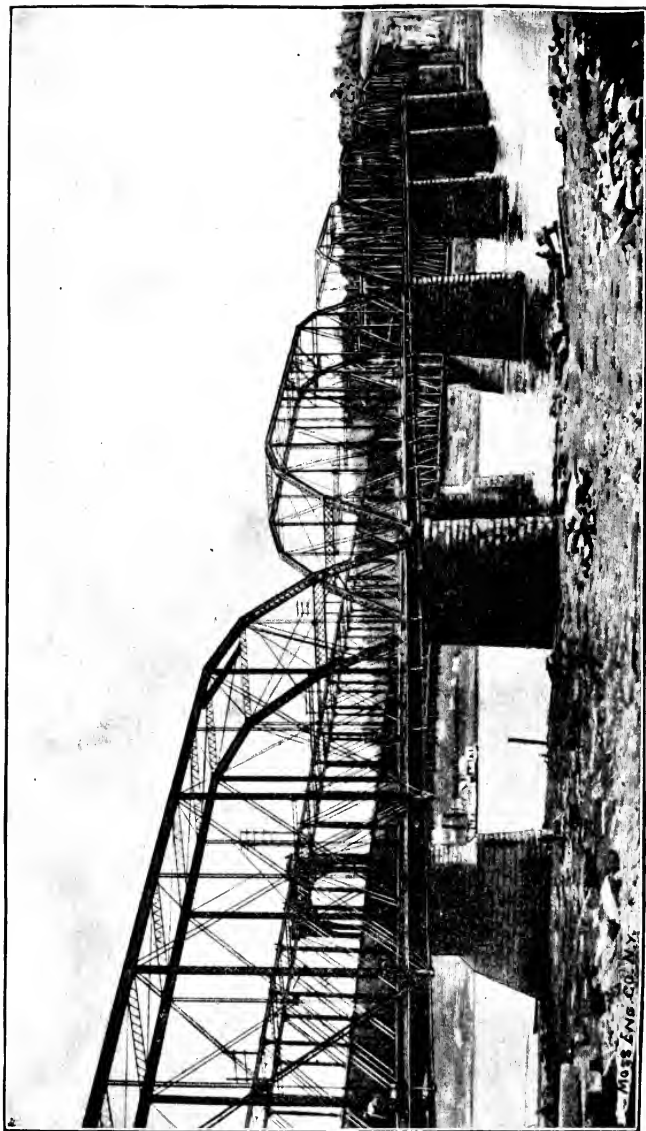
Dubuque Highway Bridge.—Of those enterprises which take the place of monuments, either of departed heroes or of future prosperity, there are none more noble than that of the Highway Bridge across the Mississippi at this point. In calling it a monument we do but that which is the most befitting so worthy an enterprise. For years the painful and telling need of such a bridge across the river has been keenly felt, and it was not until 1886 that the matter was finally settled and the bridge projected. Through the aid of the City Council the sum of \$25,000 was voted, the object of this donation being to make the bridge free to the traveling public, at some time in the near future, by refunding the amount paid in stock, with a reasonable amount of interest. The contemplated plan of the bridge provisioned for a draw span, but upon further investigation it was found that a High Bridge could be built for about the same cost as was calculated, so the plans were laid accordingly. Then, in consideration of the utility of the present form, it was thought expedient to build the High Bridge. The contract price of the bridge is \$125,000 for the completed job. Work was begun upon the foundations Sept. 17, 1886, and its final completion is now only a matter of a very few weeks. The bridge is supported by seven piers, with superstructures of solid masonry resting on piles, having an iron superstructure. This has an eighteen-foot roadway, with a walk for pedestrians five feet wide on each side. West of the channel span there are four spans, each 205 feet in length

and one of 248 feet. The grades of these spans, and the 248 foot span east of the channel span, is four feet in one hundred. The cantilever channel span is 363 feet in length, leaving each end fifty feet in the clear above extreme high water mark, while the center is fifty-five feet above, which affords ample altitude for the passage of the largest steamers of both the Upper and Lower Mississippi. The main bridge upon the Illinois shore is reached by means of a solid approach, formed partially by embankment with retaining wall and partly by excavation in the side of the stone bluffs along a distance of 800 feet, thence by two iron spans, similar to those of the main bridge, each 120 feet long, forming a viaduct over the tracks of the I. C. R. R. and C., B. & N. R. R. The length of the main bridge is 1,760 feet, and the approach 1,040, making the entire length 2,800 feet. The location directly across the river is 75 feet below the Dunleith & Dubuque Railroad Bridge, the draw of which swings under the cantilever span of the High Bridge. The channel piers, Nos. 3 and 6, are 73 feet above the grillage foundations. The construction throughout is according to plans and specifications approved by the best engineers. All material is of the most approved quality, and the workmanship the best. When completed it will be a monument to the growing prosperity of Dubuque and a fitting ornament to her landscape. A photo-engraving of the bridge is shown on the following page.

Dubuque Ladies' Literary Association.—This Association has existed for eleven years, having a membership of over one hundred. This is purely a ladies' club, and affords mutual culture and social refinement.

Dubuque Traveling Men's Association.—This is a flourishing organization of the city, with a membership of 250, and an efficient Constitution and By-Laws.

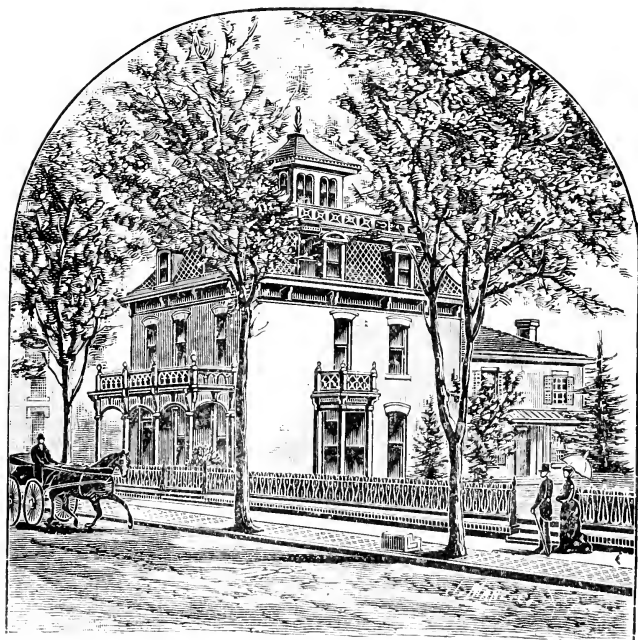
The Commercial Club of Dubuque.—This Association is known as the Commercial Club of Dubuque. The object of the Association is to preserve the honor and dignity of commercial pursuits, and to cultivate and advance social intercourse among its members. The club house is pleasantly and centrally located at the corner of Main and Eleventh Streets, and has been handsomely fitted up for the permanent occupancy of the club. There are three floors divided into spacious and well lighted rooms, and conveniently arranged for the various purposes of the club. The reception and reading rooms are invitingly furnished, the billiard room provided with the best tables, and the card and smoking rooms just the place in which to rest after the day's exacting work is done. The membership of the club comprises nearly all the prominent business and professional men of the city. The officers are: J. K. Graves, President; G. W. Andrew, Vice President; Geo. Keisel, Secretary; J. K. Deming, Treasurer.



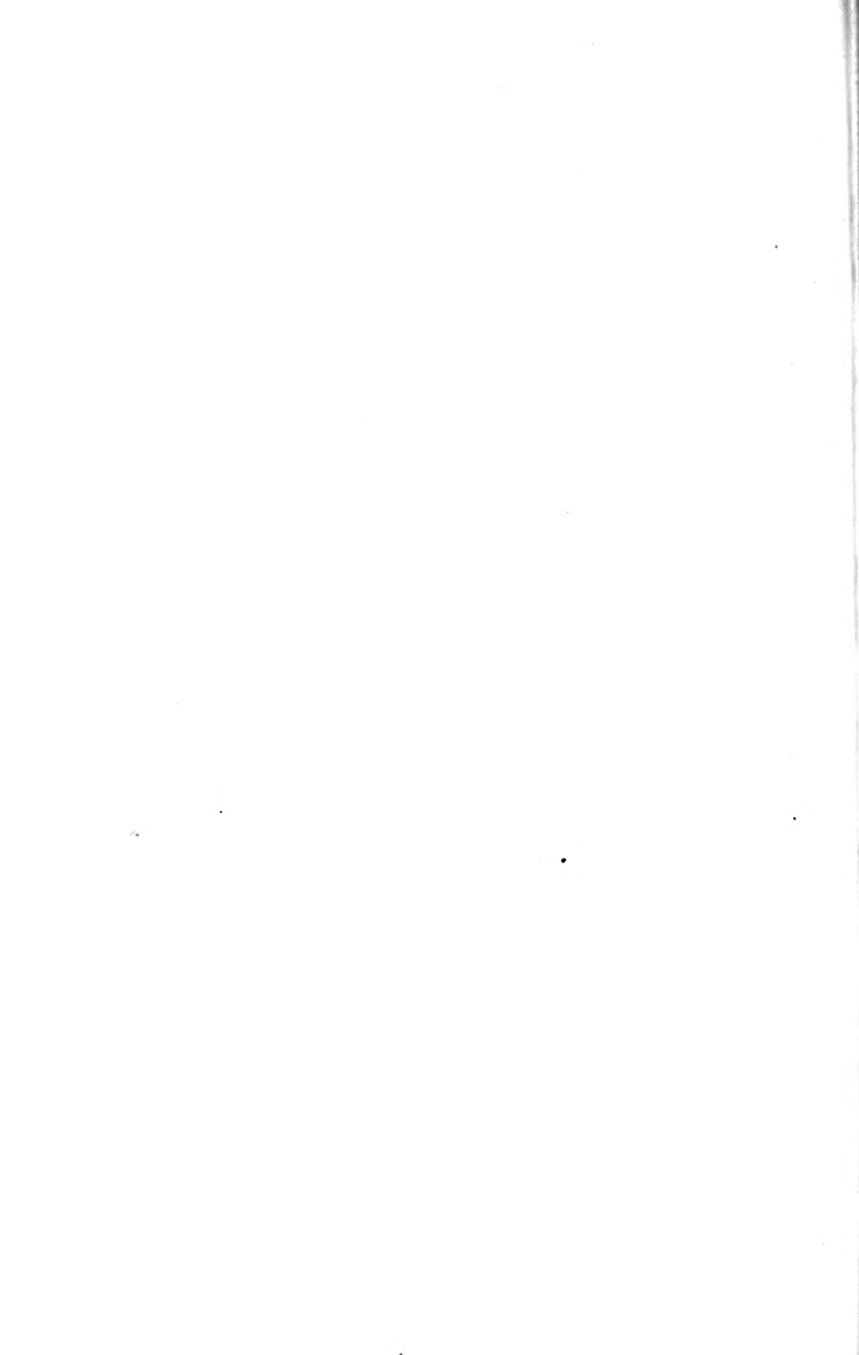
HIGH BRIDGE SPANNING THE MISSISSIPPI RIVER.

MOORE & CO. N.Y.

Military.—Governor's Greys, I. N. G. This is Co. A, Fourth Regiment, Iowa National Guard. This company is a prototype of the original Governor's Greys, organized May 2, 1859, the original of which in January, 1861, volunteered its services to President Buchanan and claims to be the first organization in the North that volunteered in the civil war. This is the third organization, and was formed in June, 1885. The officers are: Captain, W. H. Thrift; First Lieutenant, C. D. Hayden; Second Lieutenant, C. D. Ham.



RESIDENCE OF HON. D. N. COOLEY.



TRANSPORTATION FACILITIES.

Railway Lines and Water Routes.

In the progress of civilization it is a fact well worthy of consideration that the development of the lines of travel and facilities of transportation are very prominent points in the history of any city. From the introduction of the first locomotive into the State, less than a half a century ago, has grown almost a web of railways, composed of trunk lines with their branches, and forming direct lines of communication with the east, but also entering into that great international system that binds into unbroken bands the commercial relations of nations.

The Illinois Central, from its early organization and high standing as a national system, occupies the place it has earned in the commercial interests of Dubuque. The large extent of country through which this road passes, and with its extensive branches, gives it a prior position, as connected with the business of transportation. The Iowa branches which it is now constructing, the Cherokee & Dakota and the Cherokee & Omaha, will open up a fine country which is tributary to Dubuque, and add largely to her commerce. The principal offices of the road are in Chicago, and its officers are as follows: E. T. Jeffery, General Manager; A. H. Hanson, General Passenger Agent; Horace Tucker, General Freight Agent.

The Dubuque & Sioux City Road.—This road is a branch of the Illinois Central, running from Dubuque to Sioux City. The charter was granted Nov. 24, 1856, as the Dubuque and Pacific Railroad, and was leased to the I. C. R. Co. for twenty years, with the option of renewing the lease at the expiration of the time. The road has now been purchased by the Illinois Central Company, and will hereafter be operated as a part of their main line. The road is 143 miles in length.

The Iowa Falls & Sioux City Road is also another branch of the Illinois Central, being a continuation of the Dubuque & Sioux City Road. This line runs from Iowa Falls to Sioux City, a distance of 183 miles. This line was included in the original charter of the Dubuque & Pacific Railroad from Iowa Falls to Sioux City. It was opened in 1870 and

leased to the Illinois Central at once, and recently has become its property by purchase.

The Chicago, Burlington & Northern Railroad, a prospective road, is now operating a line along the Mississippi River bank, which extends from St. Paul, Minn., to a point on the Chicago, Burlington & Quincy system near Oregon, Ill. This line now enters Dubuque by way of a transfer boat, and the company has obtained the right to build a bridge across the Mississippi at this place, and will thence extend the road westward into Dakota, where it will serve as a much needed outlet for the great wheat products of that far-famed country. This will place Dubuque in direct communication with the extensive wheat producing regions of the west, as well as with other portions of the country, whereby the interests of the city may be signally furthered.

Prospective Railroad—Dubuque, Kansas City & Southwestern.—This is probably one of the latest projected railroads leading out of Dubuque, as the company was but quite recently organized. The company's capital is \$10,000,000. The road as now projected extends from Dubuque south through Iowa, into and through the State of Missouri to Kansas City. In its course it is designed to cross the Chicago & Northwestern, and make connection with that system. This will make the fifth trunk line entering Dubuque, and will certainly prove to be one of the greatest factors of the transportation facilities of the city. Its organization is owing to the untiring efforts of the Board of Trade. This will give Dubuque another great advantage, as this road connects with one of the most important trunk lines in the West.

Trunk Lines.—In speaking of the railroads thus far, with one exception—the Illinois Central—we have only given those having one of their termini in Dubuque, and the total length of which, exclusive of the C. B. & N., is 365 miles.

It should be borne in mind that Dubuque has already four trunk lines passing through her limits, in directions corresponding to the principal points of the compass. These roads, viz: the Illinois Central, Chicago, Milwaukee & St. Paul, Minnesota & Northwestern, and the Central Iowa, form one continuous distance of upwards of *twelve thousand* miles, and leading through the heart of the continent, and representing the commercial interests of millions of people.

The Illinois Central Railroad, as a system, is composed of eighteen different lines, all operated and under the direct control of the company. This great trunk line aggregates 2,350 miles, and passes through some of

the most productive portions of the Union. From among these branches we have selected eight of the most prominent, which we give below, with distances :

From Chicago to Cairo, 365 miles.

From Dubuque to Centralia, 345 miles.

From East Cairo to Canton, 341 miles.

From Dubuque to Sioux City, 327 miles.

From Canton to New Orleans, 206 miles.

From Otto K. K. I. C. to Junc., 131 miles.

From Gilman to Springfield, 112 miles.

From Aberdeen to Durant, 108 miles.

That portion of the route passing through the State of Iowa has among its number of populous cities the following which contain 3,000 or more in population each : Manchester, 3,000 ; Independence, 4,000 ; Waterloo, 6,500 ; Cedar Falls, 4,000 ; Ft. Dodge, 4,700 ; LeMars, 4,000 ; Sioux City, 20,000 ; Waverly, 3,500 ; Charles City, 3,000.

The Milwaukee & St. Paul, otherwise known as the Chicago, Milwaukee & St. Paul road, is also an important line, and with its branches forms one of the main avenues of commerce.

The Minnesota & Northwestern, a new road recently completed, promises to be a very important line ; it is in reality a new mail route from Chicago to St. Paul and Minneapolis, by the southeastern extension of the main line of that road. The first through train over that road was Aug. 1, 1887. The road-bed of this line is excellent, the rolling stock first class, and the trains make excellent time.

Daily Travel by Rail.—Some idea of the actual amount of travel by rail may be obtained when it is known that forty-four passenger trains arrive and depart from the city daily, and the freight traffic is in a still larger proportion.

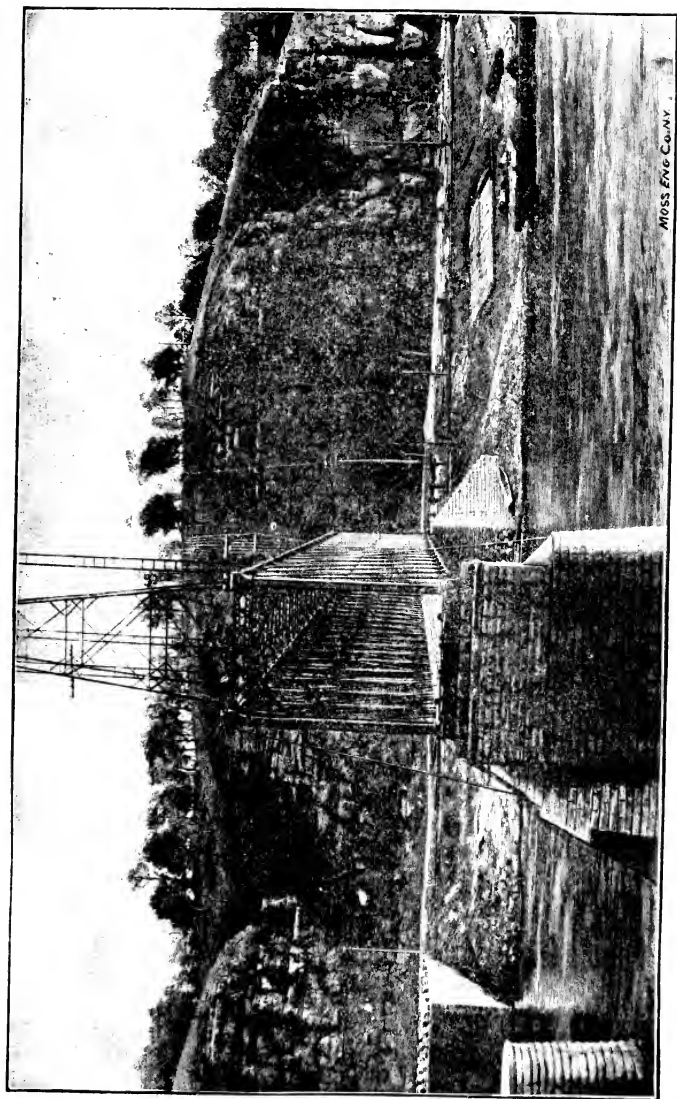
The Water Routes.—Although Dubuque possesses the advantages of water transportation, yet it is a fact in the commercial interests of the city that the railway facilities are so prominent that not so much attention is paid to river navigation as used to be in the days before railroads. The Diamond Jo Line Steamers, the principal line now on the river, has its headquarters and boat yards here, and does an extensive business. This line makes every other day trips between St. Louis and St. Paul during the passenger season, and at all times handles a vast amount of freight. The Mississippi—"Father of Waters"—rolls along in his majesty at the foot of the bluffs, and upon his waters are borne the products of many toilers. The shrill clang of the steam whistle upon the many steamers announces the passing of floating palaces, laden with freight, both living and dead. Practically

it may be said, however, that the navigation interests of Dubuque are absorbed by the numerous railways passing through her midst. And although freights are comparatively cheaper by water, the difference between river and railway transportation is more than made up by and through rapid transit. Especially is this true of perishable property, which demands to be carried as rapidly as possible from the producer to the consumer.

Ice Harbor.—In connection with the river interests of Dubuque a large and safe ice harbor has here been formed by the general government. In it a large number of boats plying on the river have their winter quarters, and fit out from here in the spring, thus affording another source of revenue to the city.

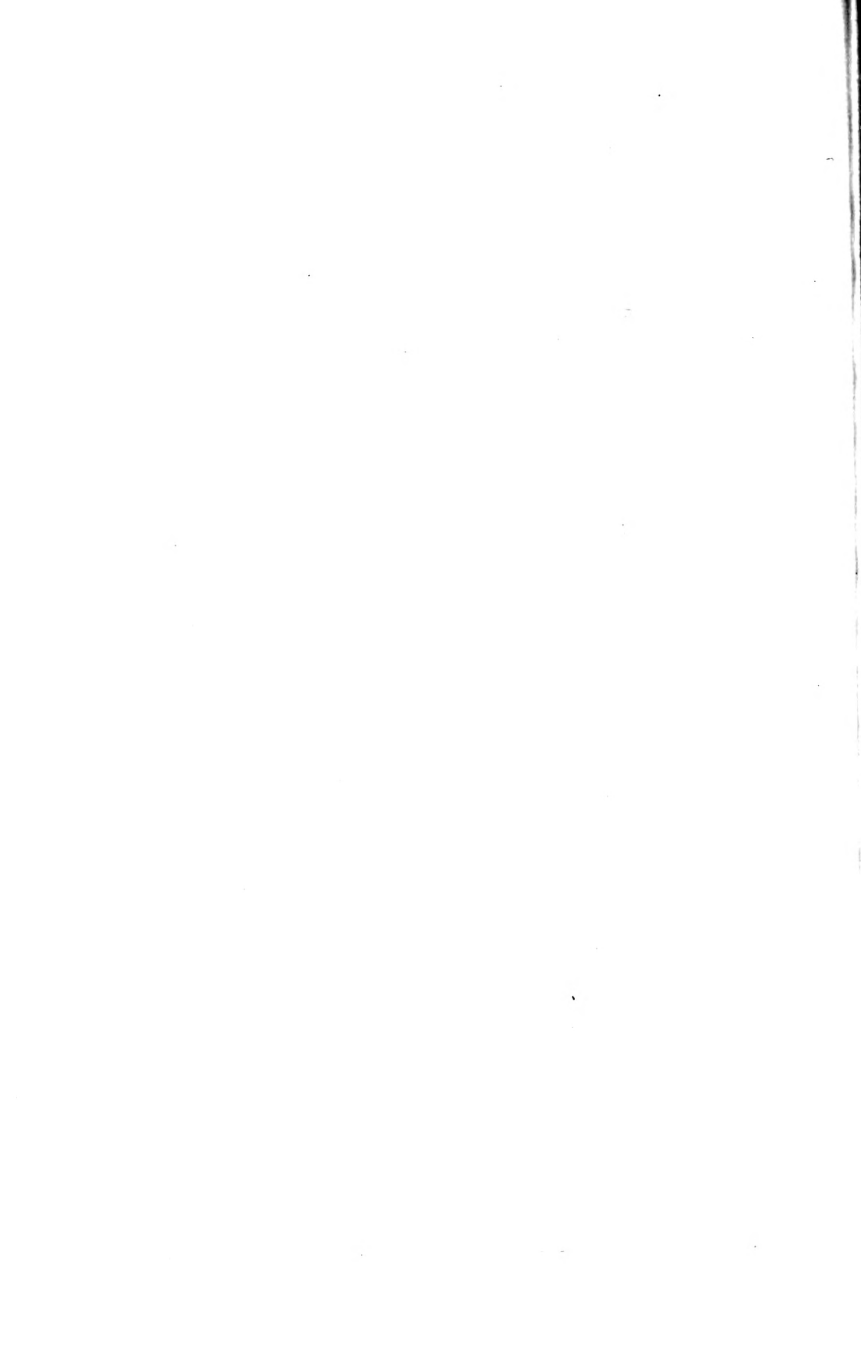
REAL ESTATE.

The best and clearest index of thrift and prosperity of any city is the condition of its real estate, and though this may vary widely during violent financial depressions, yet the value of property is largely governed by the natural advantages of a place, and the enterprise of its inhabitants. In this relation, Dubuque is no exception, as its high commercial advantages have done much to advance the price of real estate, and impart to the city that tone of prosperity which it enjoys. One great advantage of Dubuque over her sister cities, is that of owning her own property, as no foreign capital is invested in the city, every industry being owned and controlled exclusively by the citizens of Dubuque. Property is sold at its present value, regardless of the future, while, as we have said, all property, both improved and unimproved, is owned by residents of the city. Money invested in Dubuque real estate is considered a very safe investment. Here it might be well to note the difference between the value of property located upon the bluffs, and that upon the flats. While property upon the bluffs is high, that upon the flats is comparatively low. What is known as bluff property is selling for three hundred dollars per lot, while land lying upon the flats can be bought as low as two hundred dollars per lot, and for manufacturing purposes much cheaper; and considering its near proximity to railroads, offers superior advantages to heavy manufacturing establishments, as transportation both by water and rail is rendered comparatively easy. Thus it may be considered that money invested in Dubuque real estate is not only safe, but profitable; and while the state of real estate affairs is not what might be called booming, yet, from the present outlook, there is every reason to believe that the tendency is hopefully upward.



MOSS ENG CO. N.Y.

VIEW OF LAST SPAN OF RAILROAD BRIDGE AND TUNNEL ENTERING THE BLUFF.



Transfers of Real Estate.—Since August 1, 1886, to August 1, 1887, there were eight hundred and ninety-two transfers of real estate in the city, ranging from one or two hundred to many thousands of dollars in value. On February last the southeast corner of Main and Sixth Streets sold for six hundred and seventy-five dollars per front foot. Sanford's Block, located on Eighth, Iowa and Main Streets, and formerly owned by the estate, was sold for seventy-five thousand dollars, passing into the hands of a syndicate. Resident property is very valuable on Locust Street, where corner lots are worth from one hundred and fifty to three hundred dollars per front foot, and yet in good demand. Since September 1, 1886, real estate in Dubuque has been in much greater demand than in any same period of time since 1857. Although rather dull during the Spring of '87, and somewhat inactive, yet at the present time is rapidly improving. Another prominent feature of the promise of advances of real estate in the city, is the erection of the new bridge over the beautiful Mississippi. This magnificent structure now nearing completion, is the work of the High Bridge Company, and while it reflects much credit upon its builder, it is a fitting monument to the tact, energy and enterprise of the citizens of Dubuque.

In the rise and prosperity of the city, the signal want of a means of crossing the river more rapidly and with less expense has been deeply felt, and through the foresight and sagacity of her business men the project has been developed and the work is going rapidly forward. The bridge is exclusively for teams and footmen, and will combine with its utility, architectural grace and beauty, while at the same time it will stand as a most fitting emblem of Dubuque's future prosperity. In the erection of this bridge it is not only prophesied, but deeply felt among the business men of the city, that the price of property over the river on the bluffs will be greatly enhanced. Real estate in Dubuque, as a whole, is much lower than in any city or country enjoying equal advantages, commercially, socially, and intellectually, as the easy access to the great business centers, through railroads and by water lines, tend to make the city one eagerly to be sought by outside capitalists. But here is erected a perfect barrier, as her own citizens, seeing the advantages arising from investment at home, quickly avail themselves of the opportunity. In thus placing their own capital where it benefits not only themselves but the city as well, the Dubuquers hold all prosperity in their own title. Hence, syndicates are few and the people are more humanitarian. In addition to what has been given, it might be said that the price of resident lots, 30 x 150 feet, remote from street car lines, are as low as \$250, and upon the other hand reach as high as \$4,000 per lot. Another element of the rise in real estate in Dubuque is the sewer drainage, which will ere long be introduced, and from a sanitarian as well as from a business point of view, will be greatly to the future interest of the place. It

has been established by science, peradventure, that the drainage system of any city is a prominent index of the thrift and prosperity of its people. For health is the basis of human activity, and within its own borders must be established the basis of its success, where a city pushes toward the acme of superiority.

The educational interests of the city have also a great bearing upon the value of real estate, as the fathers and mothers will seek the best schools, where their children can receive a good, liberal education. In this connection, farmers flock to the city to educate their offspring and thus have a tendency to advance the price of real estate.

The establishment of street car lines and electric lights bears each its own weight in the causes which produce their effects in the growth and prosperity of a city, and each improvement adds its mite to the rise in the price of property.

Building.—Building has kept pace with the other phases of enterprise, and the city has enjoyed more success in this direction than usually is found in cities of this size and capacity, and the chances are decidedly favorable toward the erection of a large number of buildings during the coming year. The building interest of the past being given in the historical portion of this work, we now speak of the

Moneyed Interests of Dubuque, which are tending upward. Money can be obtained in abundance, upon good security, at 6 and 7 per cent. Thus, all local demands are readily supplied and a considerable amount of local funds is seeking outside investments. This fact demonstrates why foreign capital is not invested here. Hence, when there is an absolute need of funds to organize and prosecute an enterprise the capital is possessed by our own citizens, and the project carried forward to the proposed end. And it is probably owing to this auxiliary that added to the other causes which give the present value to property here, as it is now more valuable than ever before, although at present the real estate market is dull. This arises from a multitude of causes which arise in the common order of events, and with the present outlook the citizens of Dubuque may look forward to a period when the city will be not only foremost in business importance but also in the front rank of those cities having an equal if not a much greater population.



THE WHOLESALE TRADE.

Jobbing Transactions of Dubuque for the Past Year.

The following figures concerning the volume of wholesale trade of Dubuque are self explanatory. They are compiled from the actual reports of the firms themselves and given our reporters, and are as correct as it is possible to obtain them :

Apples and Cider.....	\$ 75,000
Agricultural Implements.....	150,000
Boots and Shoes	830,000
Books and Stationery.....	200,000
Bags.....	60,000
Commission and Produce.....	150,000
Crockery.....	250,000
Coal.....	540,000
Drugs.....	330,000
Dry Goods and Notions.....	1,750,000
Furniture.....	100,000
Flour.....	150,000
Groceries.....	400,000
Grain.....	750,000
Hides, Wool, Furs and Tallow.....	200,000
Homeopathic Medicines.....	5,000
Plasterers.....	55,000
Zinc.....	30,000
Lead Ore.....	50,000
Music and Musical Instruments	30,000
To which may be added :	
Lawyers' Fees and Court Officials Salaries.....	129,000
Post Office sales for year ending July 1, 1887.....	43,426
Real Estate Sales.....	1,500,000
Opera House and Entertainments.....	35,000

Dubuque Board of Trade.—The advantages of a permanent organization for protective purposes, and for the promotion of the general interests of the community, are commendably appreciated by the business men of Dubuque. Several associations, similar in character to those maintained in large cities all through the country, have been attempted here,

but not until the present organization sprung into existence did any substantial and effective system prevail for the purposes intended. The organization now under special notice had its inception June 27, 1887, its corporate life to continue for a period of twenty years.

The objects of this Corporation are to promote just and equitable principles in trade, to establish and maintain uniformity in commercial usages, to acquire and disseminate valuable business statistics and information, and generally foster, protect and advance the commercial, mercantile, manufacturing and business interests of the City and County of Dubuque. The official list of this Corporation is composed of the following prominent business men, and highly esteemed citizens: Messrs. C. H. Eighmey, President; A. W. Daugherty, First Vice President; Jos. Simones, Second Vice President; C. H. McMaster, Secretary; and W. W. Carr, Treasurer. The directors are Messrs. J. H. Lull, C. W. Mitchell, T. W. Ruete, B. E. Linehan, M. M. Walker and George G. Perry. All of the above gentlemen are actively engaged in honorable commercial and industrial pursuits, and it is with pleasure and gratification that we note the fact that a more conscientious and disinterested body of business men, devoted heart and mind to the essential interests of their city, its growth in population, commercial, industrial and social development, is unexcelled in the history of similar organizations. Among the active workers of this honorable body, we may make special mention of the Secretary, Mr. C. H. McMaster, a young and energetic citizen, who was a most active factor in the organization and promotion of this Board of Trade, and is constantly upon the alert in perfecting its methods of operation, as to the best means of carrying out the purposes for which it was organized. The Dubuque Board of Trade, since it began its task of promoting commercial and industrial enterprises, protecting trade and ministering to public safety and comfort, for so short a period since its organization, has shown courage, sagacity and a determination far beyond the expectations of the most sanguine of our public spirited citizens. As illustrations of the public spirit which animates this body, attention may be directed to the facts that it was instrumental in securing the organization of another important line of Railroad from this city through Iowa, southward into and through Missouri to Kansas City. This road, known as the Dubuque, Kansas City and Southwestern, has been duly incorporated, with a capital of \$10,000,000, and the work of construction, it is confidently expected, will soon be begun, a committee of the Board of Trade having prevailed upon the people to lend their earnest and substantial support. They also encouraged and promoted the excellent system of sewerage now adopted and which will soon be put in operation. They have induced many business firms from other sections of the country to locate here, and are still earnestly at work prevailing upon others to come. These and many other worthy projects are now under consideration for the advance-

ment of commercial affairs, and the material development of the Key City.

Another characteristic project in the advanced ideas entertained by this body, is the building of a magnificent structure for the Board of Trade, in the near future, at a cost of \$250,000. The plans and specifications are now under advisement, and the foundations, in all probability, will be laid the coming season. Judging from its record of wise and useful measures introduced, and the prompt execution of important public improvements in the past, and its present active and intelligent direction of trade regulations the Dubuque Board of Trade has a promising future before it, which will develop a career of usefulness seldom attained by a commercial organization.



BANKING AND FINANCE.

Citizens of Dubuque refer to their banks with great pride and satisfaction, as it is through these institutions that local credit and enterprise is enhanced to the greatest degree, and that confidence established which gives rise to stronger social relations and more powerful commercial intercourse. As the city contains a large amount of wealth, the banks are upon a practically sound basis, and it may be truly said that in no other city of the State is found its peer, or even its equal, in the strength and solidity of its banks.

They are eight in number, and range in capital from \$50,000 to \$225,000. Their officers are men of the highest integrity and business qualifications.

As before mentioned, money can be obtained at low rates by deserving and responsible parties. And because of the great wealth centered here there is a large amount of capital awaiting outside investment. From this fact, the banks of Dubuque are solid, and no person, from the day laborer to the wealthiest capitalist, need fear to deposit their money in any of these institutions, or transact any business wherein trust and confidence should be maintained.

Four of these banks are National, being organized under the United States Banking Laws, and the remaining four are incorporated under the Iowa State Banking Laws, yet so far as the financial standing of each of these systems is concerned it is only in the name, for all of them are officered by men of the soundest integrity and financial ability, and the capital may be considered unquestionable.

In speaking of the banks, it belongs to the credit of John Bell for the organization of the eighth, for the want of which the city had for some time felt a pressing demand, not only on account of the increasing business, but the location also. For while nearly all the others are in the lower part of the city, this bank is located on Thirteenth Street, and as the greater half of the population dwell above here, and much business is transacted in this location, the utility of this institution is deeply appreciated.

The total amount of funds invested as banking capital in Dubuque is nearly \$1,000,000, which, together with the surplus, undivided profits and reserve fund, which may be called into immediate use, swells the actual banking capital to one and one-fourth millions of dollars.

The average amount of deposits is \$2,100,000 annually, which, counting the population to be 30,000, is \$70 for each person. According to the facts furnished by the bankers, the loans and discounts for the past year aggregated nearly \$2,500,000, besides which exchange to the amount of nearly \$21,000,000 were negotiated.

Otherwise than establishing their own local banks, prominent citizens of Dubuque have organized and largely control two other banks outside of the city in the county—one located at Cascade and the other at Dyersville.

LIST OF BANKS AND DATE OF ORGANIZATION.

First National.—Organized February 1, 1863. Capital \$200,000; surplus, \$60,000. D. N. Cooley, President; C. H. Eighmey, Vice President; O. E. Guernsey, Cashier.

Second National.—Organized 1876. Capital and surplus, \$225,000. Geo. B. Burch, President; W. P. Large, Vice President; J. K. Deming, Cashier.

Commercial National.—Organized April 11, 1871. Capital, \$100,000; surplus, \$30,000. R. E. Graves, President; C. H. Harris, Cashier.

Dubuque National.—Organized March 19, 1884. Capital, \$100,000; surplus, \$9,000. B. B. Richards, President; James Harrigan, Cashier.

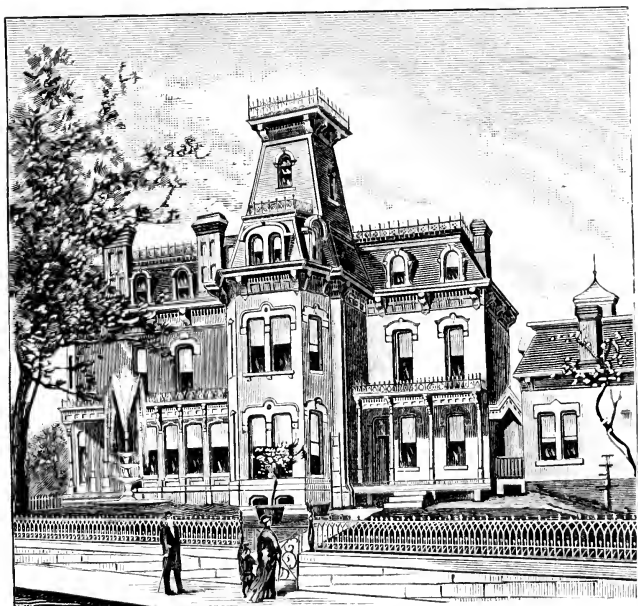
German.—Organized November 7, 1864. Capital, \$120,000; surplus, \$70,000. A. Kamman, President; P. J. Lee, Cashier.

Iowa Trust and Savings.—Organized February 18, 1884. Paid up capital, \$50,000. G. L. Torbert, President; F. D. Stout, Vice President; J. E. Allison, Cashier.

Dubuque County.—Organized December 19, 1875. Paid in capital, \$50,000; surplus, \$15,000. W. G. Stewart, President; A. Limback, Vice President; C. W. Farwell, Cashier.

German Trust and Savings.—Organized February 1, 1887. Paid up capital, \$50,000. John Bell, President; Paul Traut, Cashier.

With such an array of business capacity and financial standing, the people of Dubuque may well feel proud of their city, and look forward to even brighter days in the near future, when, from her high position in social and financial circles, her peer cannot be found, even among those cities of much larger population.



RESIDENCE OF W. H. PEABODY, ESQ.

THE CITY PRESS.

The press of Dubuque is noted for its devotion to everything that has tended to build up and advance the city's interests. To no other one source are the people of Dubuque so much indebted for the advancement they have made towards the building up of a city of which they are proud, as to the various newspapers and other publications which are here published. These publications are individually treated of elsewhere, but it is proper that they be briefly alluded to here.

The HERALD is the Democratic daily morning paper of the city and has been recognized as a party organ from the date of its existence—the first paper established in the State. For nearly twenty-three years it has been ably and successfully managed by the present proprietors, and its influence has always been strongly in favor of Dubuque.

The TIMES, the next oldest paper in the city, is also a daily morning paper, is Republican in politics, and has always been an aggressive party organ, but while zealous in this direction it has never lost sight of the welfare of Dubuque or failed to stand by her interests. Indeed it is to the TIMES the city is largely indebted at this time for the existence of its powerful Board of Trade organization. The TIMES demanded the formation of such an adjunct to the city's growth, day after day, until its desires met with full fruition.

The TELEGRAPH is an evening daily, independent in politics, with Democratic leanings. It is a sprightly, newsy paper, ably edited, and ready at all times to espouse with energy whatever promises to advance the interests of Dubuque.

The NATIONAL DEMOKRAT is Democratic in politics as its name indicates. It is a German weekly, one of the oldest and ablest in the state, and has always been loyal to the city of its adoption.

The LUXEMBERGER GAZETTE and THE IOWA are both German weekly papers issued from the same office, the former a religiously Catholic paper, and the latter devoted to general news and politics.

DER PRESBYTERIANER is another German publication published semi-monthly in the interests of the German Presbyterian church and is the or-

gan of the German Theological School of the Northwest, located in Dubuque.

THE INDEPENDENT, daily and weekly, is a paper devoted mainly to local news. Its daily is of recent birth and is trying the experiment of establishing a penny paper with a reasonable prospect of success.

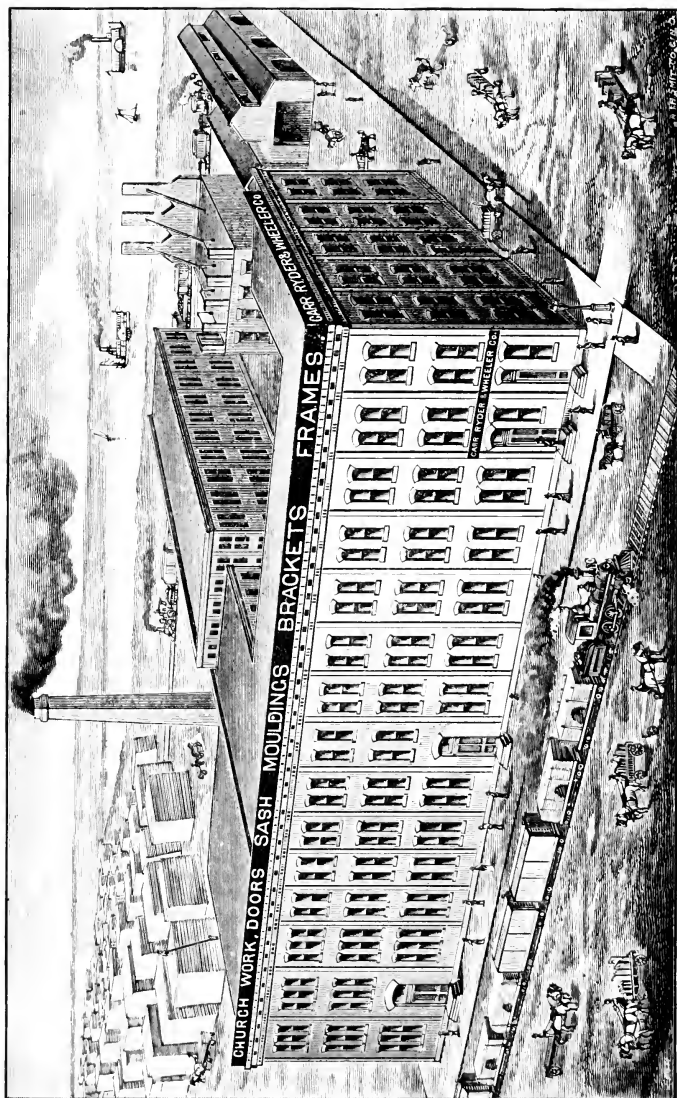
THE INDUSTRIAL LEADER is a weekly paper recently established in the interest of the Knights of Labor. It is zealous for the cause it represents.

THE TRADE JOURNAL, as the name implies, is devoted to the commercial interests of the city, and has done and is doing much towards making Dubuque a commercial metropolis of which her people are proud. It is a monthly publication, ably and intelligently edited.

THE IOWA NORMAL MONTHLY, a monthly journal devoted to the school interests of the entire state, is doing a good work in the field it has chosen and is the recognized official organ of the state of Iowa.

The SCIENTIFIC SEMI-MONTHLY is a German magazine devoted to science, literature and the fine arts.





CARR, RYDER & WHEELER COMPANY.

REPRESENTATIVE HOUSES.

SKETCHES OF LEADING METROPOLITAN MERCHANTS, MANUFACTURERS, &c.

THE concluding chapter of this work is devoted to a review of the history of a few of the leading mercantile and manufacturing houses, whose aggregate capital and enterprise have so greatly aided in the development of the commercial and trade industries of Dubuque, and in the advancement and perpetuation of her wealth and civilization. Only houses whose reputations are above suspicion have been mentioned; and if the list be incomplete, it is not because of any bias on the part of the editors or publishers. But comparatively few of the retail houses of the city have a place in this volume, because their interests are merely local, and because the "Industries of Dubuque" is intended for wider circulation than their patronage would justify.

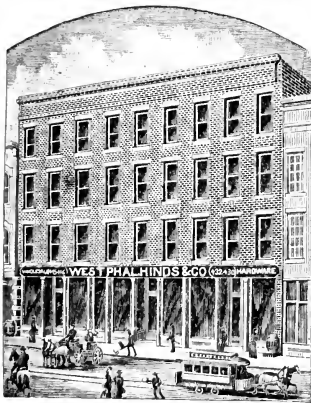
Carr, Ryder & Wheeler Company.—Manufacturers of Doors, Sash, Blinds, Mouldings, Brackets, Frames, etc. Office corner Ninth and Jackson Streets. The growth of the lumber industry in Dubuque has kept pace with the rapid progress and development of the building interest of this city, and in fact the entire Northwest. Kindred enterprises have sprung into existence like magic and sustain reputations second to none in the country. A striking example of this great thrift is seen in that of the Carr, Ryder & Wheeler Company, which had its inception in 1866, under the firm name of Carr & Austin, then located at the foot of Main Street. The style of the firm changing consecutively to Carr, Austin & Co. in 1872; W. W. Carr & Co. in 1879; Carr, Ryder & Wheeler, January 1st, 1881; and finally on July 1st, 1887, to the corporate designation of Carr, Ryder & Wheeler Company, with Messrs. W. W. Carr, as President; W. C. Wheeler, Vice President; E. A. Engler, Secretary, and E. M. Dickey, Treasurer. A capital stock of \$125,000 is involved in the enterprise. In order to facilitate their business the firm removed from their original location to their present eligible and commodious quarters in 1880. The plant of this company covers an area embraced within the streets of Jackson and Washington. and Ninth and Tenth, replete with substantial brick and fire proof buildings, and completely equipped with every essential modern machinery and appliance for the efficient and expeditious prosecution of the work in hand. Two hundred expert workmen and artisans are in the employ, upon an average pay-roll of \$5,000 monthly. A perfect system prevails in every department. Experienced and trustworthy fore-

men give their personal attention to every detail of the work. The product of this grand and important industry consists in the manufacture at wholesale of Sash Doors, Blinds, Stairs, Stair Railing, Balusters and Posts, Mouldings, Wood Mantels, Pew-Ends, Office Counters, Scroll and Turned Balustrades, Brackets and Drapery, Elevations of Door and Window Frames, etc. The specialty of this house being hardwood counters and fine interior finish for private residences, public buildings, business houses and churches. The trade of this mammoth industry amounts to \$300,000 annually, and covers a territory embracing the States of Iowa, Minnesota, Dakota, Wisconsin, Illinois, Kansas, Nebraska, Missouri, and all Northwestern States and many Southern States, and constantly expanding as this vast trade territory increases in population. This industry is the largest and has the best facilities of and in its line west of Chicago. The location is convenient to railroad connection and lumber supplies, and facilities unsurpassed for prompt and efficient service in filling orders. Mr. W. W. Carr, the President and founder of this industry, has been a resident of Dubuque since 1866. He hails from Chicago. He is a business man of rare ability and practical experience. W. C. Wheeler has been a resident since 1868. Prior to engaging in this enterprise, was the company's book-keeper, and was admitted to partnership in 1881. Mr. Wheeler is a business man of acknowledged attainments and one of our foremost citizens. Mr. E. A. Engler is a native of this city. He is a gentleman of high business attainments. Mr. E. M. Dickey has been a resident of Dubuque twelve years. His position as Treasurer of the company is a fitting tribute to his business sagacity and executive ability. He is also Superintendent and Manager of the Diamond Jo Line Steamers. This house also deals extensively in Building Paper and Roofing Materials, Plate and Window Glass, Blind Trimmings, Sash Weights and Cord, Plated Sash Bars, and Ground, Cut and Fancy Stained Glass; make estimates and furnish price lists and moulding books upon application. The great success of this gigantic enterprise is due to the consummate care and business sagacity exercised in its conduct by the officers of the company.

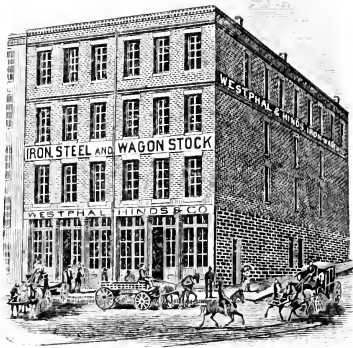
W. H. Torbert.—Wholesale Druggist, 756 Main Street. This is the oldest and most extensive wholesale drug house in the State of Iowa. It was established in 1836 by Dr. Timothy Mason, who had previously given a considerable attention to the drug business, as well as being a physician of high repute and eminent standing. After a successful career of twenty-one years, it passed into the hands of P. C. Sampson in 1857, and finally, in 1868, the proprietorship succeeded to Mr. W. H. Torbert. His store is a large three-story brick structure, at 756 Main Street, eligibly situated as to business, and is fitted up with every facility and convenience for the transaction of business in a proper manner. He does an immense business as a wholesale dealer in Drugs, Druggists' Sundries, Medicines, Paints and Oils, etc., which he sells to dealers in Iowa, Minnesota, Wisconsin, Illinois and Dakota. He also carries a large stock and complete lines of Wines and Liquors for medicinal use, all of which, like his Drugs, are of the purest and best quality. A specialty of the house is Window Glass, of which a large amount is annually sold. In connection with his store he has a large and extensive warehouse at Nos. 232, 234 and 236 Iowa Street, with convenient side tracks to facilitate the handling of his immense consignments of goods. His establishment is run upon the most systematic principles, and its annual business aggregates many thousands of dollars, and gives employment to seventeen persons, while the house maintains the high reputation which it has maintained for half a century. Mr. Torbert is an active and enterprising business man, and in all his transactions just and upright.

He is now President of the Iowa State Jobbers' and Manufacturers' Association, and also a member of the Executive Committee of the State Pharmaceutical Association, and recently received the compliment of being elected a member of the American Pharmaceutical Association without solicitation from himself or friends.

Westphal-Hinds Hardware Company.—C. H. Eighmey, President; G. B. Mansfield, General Manager and Treasurer; C. D. Scott, Secretary. Wholesale Hardware. Office and Salesroom, 430 to 438 Main Street. Warehouse, 293 to 297 Iowa Street. This large and prosperous hardware house, which enjoys the most extensive trade of any establishment of the kind in a territory embraced between Chicago on the east, Omaha on the west, St. Louis on the south, and St. Paul on the north, had its inception in 1855, when the business was established by Mr. William Westphal, the firm changing in 1857 to Westphal & Hinds, under which style it was conducted until 1886, when the present corporation was organized with a capital stock of \$150,000. The premises occupied by the company as office and salesrooms comprise a four-story building with double cellars, 66x112 feet in dimensions, in addition to which the company has a spacious warehouse 50x112 feet, and yards 50x112 feet. They carry a very large and comprehensive stock embracing every description



OFFICE AND SALESROOM.



WAREHOUSE.

of Heavy and Shelf Hardware, Cutlery, Wagon-makers' Supplies, etc., and are manufacturers agents for the Ashtabula Farming Tools, Brandford Locks and Knobs, Romeo Barn Door Hangers, Western Washing Machines, Buffalo Forges, Green River Screw Plates and Collins' Axes. A force of thirty-two competent clerks and assistants are employed in the house, and a staff of traveling salesmen of experience and wide acquaintance with the trade represent the company in a trade territory embracing Iowa, Wisconsin, Minnesota, Illinois and Dakota. The stock in all lines is completely assorted, and is bought direct from manufacturers, with whom the company maintain relations which enable them to offer superior inducements both in quality and price to the trade, and they have a large and steadily growing business, amounting in the volume of its sales to from \$500,000 to \$750,000 per annum. Mr. Eighmey, the President of this company, is also Vice President of the First National Bank,

President of the Board of Trade, a heavy stockholder in the Norwegian Plow Co., and in many ways prominently identified with the leading business organizations of the city. Mr. Mansfield, General Manager and Treasurer of the company, came to Dubuque from Chicago, where he was for a number of years connected with large jobbing houses, to accept the management of this business shortly after its organization. Mr. Scott, Secretary of the company, has been connected with the house for the past eleven years, is intimately acquainted with its trade, and is a gentleman of superior business attainments, who has by his efficiency contributed largely to the success of the business. Under such experienced management, and adopting methods of uniform accuracy and reliability, the company maintains a position as a thoroughly representative and prosperous business house.

Rider, Wallis & Co.—Dry goods and Notions; manufacturers of the White Elephant Pantaloons Overalls, 356 to 364 Main Street. The inception of this large and prosperous concern dates back to 1861, when the business was established by the firm of John Bell & Co., changing on January 1, 1885, to Bell, Rider & Wallis. In February, 1886, Mr. Bell retired, since which time the firm has continued under its present style of Rider, Wallis & Co., of which Messrs. John V. Rider, James Wallis, Sam P. Rider and M. B. Wallis are the individual members. The premises at present occupied by the firm comprise a four-story building, 40x113 feet in dimensions, which they utilize for an office and salesrooms, a one-story warehouse, 40x113 feet, and a factory 40x130 feet in dimensions; but these premises being too contracted for the greatly expanding volume of their trade, the firm proposes soon to secure greater facilities by the erection of a five-story building, 100 feet square. They carry a large and complete stock of everything in the line of staple and fancy dry goods, notions, etc., and are State agents for Chadwick's Spool Cotton, and Dubuque agents for Merriek's Spool Cotton. In addition to their jobbing business they are largely engaged as manufacturers of the celebrated White Elephant Pantaloons Overalls, giving steady employment to a force of one hundred and thirty-five hands, and enjoying a trade covering Iowa, Minnesota, Wisconsin, Illinois, Dakota and Nebraska. The steady growth of this business from small beginnings is one of the most gratifying instances of success in the commercial history of Dubuque, the business having originally been established as a country store with a small stock, and having now expanded to one of the leading establishments of the city. Mr. John V. Rider, the senior member of the firm, is a native of Germany, but came to America when quite young in 1846, and settled in Dubuque in 1852. He began his business career in this city as clerk for Farley & Cummings, and was afterwards deputy sheriff for two terms prior to going into this business. He has been, and is prominently identified with a number of leading financial and business corporations of the city, having been president of the Linseed Oil Mill Co., director of the First National Bank, and secretary of the famous Dubuque Harbor Improvement Co., which so materially aided in enhancing the interests of Dubuque. He has now a large interest in the Key City Gas Co., and is an owner of a considerable amount of valuable real estate in the city. Mr. James Wallis, of this firm, is a native of England, and came to America many years ago, settling in Wisconsin, and shortly afterwards coming to Dubuque and engaging in the smelting business, afterwards becoming interested in the mill business at Rockdale, Iowa, two miles from the city, prior to engaging in the present enterprise. Mr. Sam P. Rider is a native of Germany, who has resided in Dubuque nearly all his life. When sixteen years old he went into the employ of John Bell & Co., the predecessors of this firm, and

traveled for the firm for fifteen years prior to 1880, when he was taken into it as a partner. With ample resources and unsurpassed facilities, and a merited reputation for fair and liberal business methods, this firm enjoys in an eminent degree the confidence and esteem of the trade.

James Forester & Co.—Manufacturers of Clothing, Overalls, Shirts, etc., wholesale dealers in Dry Goods, 757 and 759 Iowa Street. This firm, of which Messrs. James Forester, James Forester, Jr., and Chas. S. Robison are the individual members, was originally established in 1874, first engaging in the dry goods business, to which they afterwards added their manufacturing department, in which they have steadily increased their facilities and output, until their establishment is now the largest in its line in the State, and is not surpassed, either in its facilities for manufacturing or the quality of its products, by any factory in the country. The factory is a four-story building, 38x115 feet in dimensions, and is completely equipped with all the necessary machinery and appliances adapted to this branch of manufacture, employment being given to a force of 200 hands, and the firm manufacturing Clothing, Overalls, Pantaloon, Shirts and Jumpers, making ninety dozen pair of Overalls and Pants, and fifty Suits of Clothing, besides other goods, per day. The firm has built up a high reputation with the trade, as a consequence of the uniform merits of their goods, and have a large and steadily growing trade extending throughout the States of Illinois, Wisconsin, Minnesota, Nebraska, Dakota and Iowa. Mr. Forester, of this firm, is a native of Jefferson County, New York, and came to Dubuque in 1874 from New York City, where he was engaged in business for twenty-one years as importer and cloak manufacturer. Mr. Forester, Jr. is a native of New York City, and came to Dubuque when quite young with his father, and was admitted to the firm in 1884. Mr. Robison, who is a native of Wooster, Ohio, has been a member of the firm since 1883, prior to which he had been a long time connected with the boot and shoe business. All the members of the firm are thorough and practical business men, and in addition to their trade as manufacturers, they do a large business as jobbers of specialties in Dry Goods. The promptness and accuracy with which all orders are filled, and the fairness and reliability of their business methods have secured for the firm a merited prominence and prosperity.

Crotty & Keenan.—Clothiers and Gents' Furnishers, 559 Main Street. This model establishment was founded October 2, 1887, by Messrs. D. J. Crotty and J. H. Keenan, under the firm name of Crotty & Keenan. This business, under the judicious management of the above named gentlemen, has rapidly expanded. Their trade for the present year will reach the handsome figure of \$40,000, with a most encouraging outlook for the future. There are three gentlemanly and efficient salesmen in the employ, and the most perfect system prevails in the conduct of this enterprising house. Mr. Crotty, the senior member of this firm, is a native of this city, and for a number of years previous to engaging in this business traveled for a large Milwaukee clothing concern, and thereby acquired a thorough knowledge of the business in which he is now so successfully engaged on his own account. He has also held the responsible position of financial manager for the firm of Hansen & Linehan, of this city. Mr. Keenan is a Canadian by birth, came to Dubuque in 1880, and subsequently engaged in business with the house of David Adler & Sons, clothiers of Milwaukee, which position he now holds, Mr. Crotty having the entire charge of the conduct of the business here. This house has the reputation of carrying the largest and most complete stock of any in its line in the city, and do business upon a strictly cash basis at prices defying all competition.

V. J. Williams Implement Company.—Jobbers in Agricultural Implements and Manufacturers' Western Agency, Nos. 179, 185, 191 and 197 Iowa and Second Streets. Among the leading industrial establishments of our progressive city we take pleasure in making special mention of one that is essentially representative in the magnitude of its facilities for the transaction of an important business upon a grand scale. This one is the V. J. Williams Implement Company, organized and regularly incorporated under the State laws February 23, 1884, with Mr. A. A. Cooper as President; Mr. James Beach, Vice President, and Mr. V. J. Williams, Manager. The company do a jobbing business in Agricultural Implements and are General Western Agents for the sale of superior Plows, Dump Rakes, Mowers, Feed Mills, Threshers, Reapers, Thresher Engines, Hay Carriers, etc., etc. Repairs are made and parts furnished for all the above on order, and constantly kept in stock. The authorized capital of this concern is \$50,000. The storage capacity now available is 34,000 square feet. There are eleven men in the employ of the house, upon an average monthly pay roll of \$800. The trade territory embraces the Northern half of Iowa and Southern Minnesota. A constant growth in the volume of trade has marked the career of this enterprise since its incorporation in 1884—the result of honorable business methods in the conduct of its affairs and strict attention to the wants of its customers. Their specialty is a full line of Farming Implements of standard makes. This house possesses every facility for the expeditious receipt and shipment of goods, and in the management and general conduct of its affairs the officers give their personal attention to every detail. The history of the inception of this industry is somewhat interesting. Established originally in 1860 by V. J. Williams; in 1864 H. B. Gifford & Co. succeeded Williams, the latter retaining an interest in the business. In 1868 V. J. Williams & Co. succeeded the last mentioned firm, and finally the present organization was founded in 1884 as previously noted. The annual business done by this concern amounts to \$250,000 or more, and is steadily increasing in volume—the result of honorable business methods and close attention to the interests of a large patronage.

E. B. Pickenbrock.—Wholesale dealer in Boots and Shoes; 456 Main Street. Occupying a leading and prominent position among the business establishments of Dubuque, is that of Mr. Pickenbrock, who since 1865 has been constantly engaged as a wholesale dealer in Boots and Shoes. The firm was originally established under the name of Pickenbrock & Deuss, changing to its present style in December, 1883. The premises occupied by Mr. Pickenbrock embrace a four-story building, 25x115 feet in dimensions, in which is carried a large and completely diversified stock of Boots and Shoes, Slippers, etc., for ladies, misses, men's, youths', boys' and children's wear, embracing as well a large amount of custom made goods of the largest and best Eastern factories. Mr. Pickenbrock is also agent of the Boston Rubber Shoe Company, noted for the superiority of their rubber foot wear. The house enjoys a large and steadily growing trade throughout the States of Iowa, Wisconsin, Illinois, Dakota, Nebraska and Minnesota, in which territory it is represented by four traveling salesmen of experience and wide acquaintance. Mr. Pickenbrock, who is a native of Germany, came to the United States in 1853, first settling in New York, from whence he came to Dubuque in 1855, first engaging as a clerk for William Westphal, wholesale hardware dealer, with whom he remained until establishing this business in 1865. Mr. Pickenbrock supervises all the details of his business with close and accurate attention, and enjoys the confidence and approval of the trade, as the merited result of superior goods and accurate methods.

Tom Connolly.—Manufacturer of Fine Carriages, Buggies and Sleighs, and dealer in Robes and Harness; corner of 7th and Iowa Streets. A city like Dubuque, which is rapidly assuming Metropolitan life and cultivating habits of luxury, feels the necessity and appreciates the importance of an establishment like the one under special notice. The object of this work is to present to the best advantage any enterprising industry that offers such facilities as the one owned and conducted by Mr. Tom Connolly. It was founded in 1858 by Connolly & Roberts, and changed to its present style in 1863, Mr. Roberts withdrawing. At its inception the business was comparatively small, but has grown to gigantic proportions, controlling a trade of upwards of \$200,000 annually, with a steady increase from year to year. There



are seventy-five expert workmen and helpers in the employ, at an average monthly pay-roll of \$3,000. The trade of this mammoth industry extends west to the Pacific coast, south to the Gulf of Mexico, and north to the British Possessions; a considerable order business coming from the East. This house ranks as the largest in the Mississippi Valley, having unexcelled facilities. The building and plant is 91x113 in dimensions, five stories in height, and completely equipped with the most improved modern machinery and appliances for the proper and expeditious execution of the finest carriage work. Mr. Connolly, the head of this great industry, is a practical carriage maker himself, and by reason of his long experience in business, his enterprising tendencies and conscientious methods in the conduct of his affairs, is eminently fitted for the high standing he holds in commercial circles here and elsewhere. A perfect system prevails all through his vast establishment, and the greatest care is taken and attention given to every detail of the works. In the finer grades of carriage work this factory has no superior in the United States. This class of work being Mr. Connolly's specialty, and has obtained for him a wide and enviable reputation—the secret of his great success. Mr. Connolly is an old resident of Dubuque, and closely identified with every measure tending to the industrial

and commercial development of the city of his adoption. As a citizen he is highly esteemed; as a business man, he has few equals for courage, sagacity and perseverance.

John T. Hancock & Son.—Wholesale Grocery, 215 to 229 Main Street. The largest wholesale grocery house between Chicago and Omaha, east and west, and St. Louis and St. Paul, south and north, is that of John T. Hancock & Son, which was established in 1858 by Mr. John T. Hancock, and by him conducted until the present firm was formed by the admission of his son, Mr. Charles Hancock, to a membership in the firm. The premises occupied by the firm embrace a building 50x125 feet in dimensions, and four stories high, and employment is given to a force of twenty-six competent and experienced clerks and assistants. The stock carried by the house is large and completely assorted, embracing everything in the line of Staple and Fancy Groceries and Grocers' Sundries and Shelf Goods, a specialty being made of Teas, Coffees, Spices, Tobacco and Canned Goods. They import all their Teas, Coffees and Dried Fruits, maintaining the most favorable relations with shippers and producers in everything of the kind. A staff of six active traveling salesmen of wide acquaintance with the trade represent the firm in a trade territory which comprises the states of Iowa, Illinois, Wisconsin, Minnesota, Nebraska and the territory of Dakota. Mr. John T. Hancock, the founder of the business, is prominently identified with many leading corporations and enterprises in addition to his membership of this firm. Mr. Charles Hancock, the junior member of the firm, was born in the city, and prior to his admission to partnership, was employed in the house, receiving a thorough training in all the details of the business. The house maintains the high reputation which it has held throughout its long and honorable career by a steady adherence to the reliable principles upon which the business has ever been conducted.

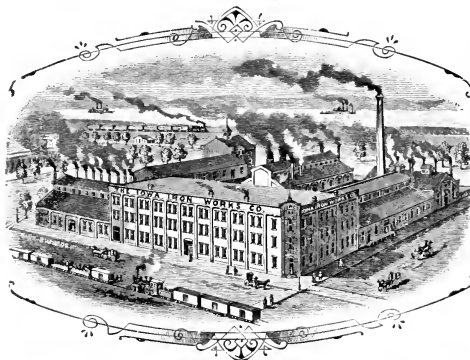
L. D. Randall & Co. Company.—Wholesale Leather, Saddlery Hardware, etc., 280 Main Street. This important industry was founded in 1846 by Messrs. L. D. Randall and E. A. Collins, under the firm name of L. D. Randall & Co. In 1861 Mr. John Thompson was admitted to the firm, which, in July, 1887, was succeeded by the present incorporated company of L. D. Randall & Co. Company, Messrs. L. D. Randall and John Thompson as trustees, and Mr. Wm. C. Wilson, secretary. A capital of \$100,000 is involved in this enterprise. It is composed of two departments, a factory, 45x114 feet, in dimensions, five floors, and a store and warehouse, 22x114 feet, five floors, all completely equipped with every modern appliance and convenience for the proper conduct and efficient management of each department of the business. A force of fifty operatives are employed in the factory and nine clerks and assistants in the other department, upon an average weekly pay roll for the factory hands alone of \$350. The trade of this house extends to the States of Iowa, Illinois, Wisconsin, Minnesota, Nebraska, and the territory of Dakota, and is steadily increasing in volume from year to year. Three traveling men take care of the interests of this house in these trade territories. The business of this industry at its inception was mainly retail, but since 1860 an exclusively jobbing trade has been done. The product, goods and wares, of this house are of a superior grade, and compete favorably, both as to quality and price, with any in the home or foreign markets. Mr. L. D. Randall is a native of New York State, a practical and experienced saddle and harness maker, having worked at his trade as journeyman in his native State and Illinois, coming from the latter State to this city in 1846. He is a director in the Commercial Bank, was a director in the Iowa Trust and Savings Bank,

and served one term as Alderman of this city. He is also a prominent member of the Board of Trade. Mr. John Thompson is also a native of the Empire State, where he now resides in New York City, in the conduct of a business for the importation of wines. Mr. Wm. C. Wilson hails from New York. He came to this city in 1884, engaging in the service of the present industry as book-keeper. Since his connection with this company he has had entire charge of the office management, Mr. Randall having general supervision of the affairs of the concern. The marked success of this establishment is due to the consummate care and business sagacity exercised in the conduct of its affairs, and the high standing in commercial circles of the gentlemen at the head of its management.

John Mehlhop, Son & Co.—Wholesale Grocers; 402 to 416 Main Street. Among the leading wholesale houses in Dubuque, none does a more thriving business than that of John Mehlhop, Son & Co., of which Messrs. John and H. H. Mehlhop and W. L. Orrick are the individual members. The business was originally established in 1853 by Mr. John Mehlhop, by whom it was conducted alone until 1867, when the firm became Mehlhop & Murdock, changing early in the present year to the style under which it is now conducted. The premises occupied by the firm embrace a structure 43x113 feet in dimensions, with ten floors, in which is carried a large and completely diversified stock of everything in the line of Staple and Fancy Groceries, Grocers' Sundries, Teas, Coffees, etc. A specialty is made of the celebrated M. S. & C. Coffee, of which the firm are the sole proprietors. They are also agents for the Perfection Scale, the most accurate, convenient and only Self-Acting Scale made. The firm enjoys superior facilities for handling all goods in their line, and throughout its long business history, covering over a third of a century, has commended itself to the trade by the uniform reliability and fairness of its business methods, the promptness and accuracy with which all orders are filled, and its honorable business conduct. A force of eighteen competent and experienced clerks and assistants is employed, and a staff of traveling men represent the firm in a trade territory embracing the States of Iowa, Wisconsin, Illinois and Minnesota, and the territory of Dakota. Mr. John Mehlhop, the head of the firm and founder of the house, is a native of Germany, but has resided in the United States for fifty-six years, first settling near Dubuque and engaging in agricultural pursuits up to the time of the establishment of this business. He has long been justly regarded as one of the leading and most prominent of the citizens of Dubuque, and filled at one time the office of Alderman with honor to himself and benefit to his constituents. His son, Mr. H. H. Mehlhop, was born in Dubuque, and has been trained to the business, having been from his youth engaged as a clerk for his father, until he was admitted into the firm. Mr. Orrick, the other member of the firm, came to Dubuque from Maryland in 1865, and was engaged as a clerk for Allen & Young, wholesale druggists, for two years, after which he became an employe of this firm, remaining as such until he was taken into partnership. All the members of the firm are gentlemen of superior business attainments, whose close attention to every detail of the business has resulted in the present gratifying prosperity enjoyed by the house.

J. Maresh.—Merchant Tailor, No. 864 Main Street. The patronage of this house is among the fashionable circles of the city, for it is they who are first to appreciate the true benefit of well-made clothing from the best and tastiest grades of cloth. Mr. Maresh gives employment to twelve of the most experienced tailors he can secure. They are all under his direction and the work produced has given entire satisfaction to every patron. J. Maresh is a Bohemian by birth. He came to America in 1862 and settled at once in Dubuque.

Iowa Iron Works.—Steam Engines, Boilers and Steamboat Machinery; corner Ninth and Washington Streets. This mammoth concern is the heaviest of its kind in Iowa. Its large plant of brick is three stories high and covers



an entire block. It affords constant employment to 150 skilled artisans, with an average pay-roll of \$5,500 per month. Its capital is ample and its annual output, which is distributed throughout Minnesota, Iowa, Nebraska, Kansas and Missouri, and in fact the entire Northwest, reaches about one-quarter of a million dollars. Among this company's notable specialties are Steam Pumps, Compound Condensing, Stationary and

Marine Engines, and Iron and Steel Steamboats, Launches and Barges of the best model. Iron Pulleys can be bored and faced in this establishment up to fourteen feet in diameter. This company succeeded Rouse & Dean, who established the business in 1851. It was incorporated in 1881 and is under the following official management: J. K. Graves, President; H. W. McNeil, Vice President; Wm. Hopkins, Superintendent; and F. W. Kingman, Secretary and Treasurer. Mr. J. K. Graves, who has been a resident of Dubuque for the past thirty years, is a native of New Hampshire. He is a prominent citizen, a capitalist, and a heavy stockholder in coal mines, railroads and gas plants, in various sections of the west. Mr. H. W. McNeil is a resident of Oskaloosa, Iowa, an energetic business man, and is largely interested in improved cable systems for street car lines. Mr. Hopkins has resided in Dubuque for twenty years. He is emphatically a practical man. His extensive experience in the manufacture of Steam Boilers, and Iron and Steel Steamers and Launches is well-known and appreciated throughout the entire west. Mr. F. W. Kingman, Secretary and Treasurer, who is a native of Boston, Mass., came to Dubuque in 1884. He is a thorough business man and exhibits marked ability in the management of his department of the company's business.

Duncan & Waller.—Real Estate, Loans and Insurance; 151 Fifth Street. The members of this firm, now doing as large a business as any agency in the city, are Ed. W. Duncan and John R. Waller. Among the Insurance Companies they represent are the Williamsburg City, N. Y.; Westchester, N. Y.; Pacific, N. Y.; Rochester German, of New York; Mercantile Fire and Marine and American, of Boston; New Hampshire, of New Hampshire; and Sun, of California. In the Loan Department they offer special inducements to creditors, having first-class facilities in every respect. They have already nearly \$1,000,000 loaned out on real estate, and are constantly negotiating new loans in different portions of the state. Mr. Duncan is a native of Pennsylvania, taking up his residence here when quite young, and has followed both milling and grocery business with success previous to the establishment of their present business in 1871. Mr. Waller is a native of Dubuque, and this is his first entrance into the business arena.

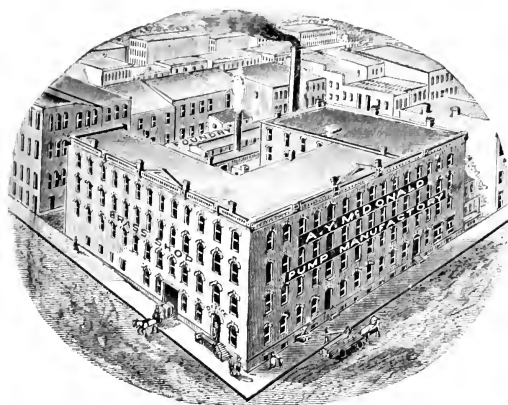
The Knapp, Stout & Co. Company.—Manufacturers of and Wholesale Dealers in Lumber, Wooden Ware, etc. Office and yards of the Dubuque branch corner Eighth and Washington Streets. H. L. Stout, President; Andrew Tainter, Vice President; T. B. Wilson, Secretary; Jno. H. Douglass, Treasurer; F. D. Stout, Assistant Treasurer. Business men of Dubuque herald in their midst an industry of commanding proportions, known far and wide as the largest and most substantial of the kind in America. This is The Knapp, Stout & Co. Company, manufacturers of and wholesale dealers in Lumber, Wooden Ware, Lath, Shingles, Pickets, etc. This great enterprise was originally founded in 1851 by Knapp, Stout & Co., and incorporated in 1878 with a paid up capital stock of \$4,000,000. The annual business now transacted amounts to \$4,000,000, and the capacity of the establishment to turn out lumber in that length of time is from 100,000,000 to 120,000,000 feet. To produce this immense amount, from 1,200 to 1,500 men are employed in the timber forests, mills and yards of the company. The average pay roll of this army of men reaches the munificent sum of \$2,000 daily. This lumber, which is produced from the best timber of the country districts and has gained such wide reputation for superior qualities, is sold everywhere, but is in particularly urgent demand throughout the territory of Dakota, Iowa, Wisconsin, Minnesota, Nebraska, Kansas and Missouri. These facts and figures speak for themselves, and it may be readily seen the great good that an enterprise of this magnitude must necessarily do for the city and surrounding country in which it is located. The main office of the company is at Menominee, Wisconsin, where the larger portion of the officers reside. Branch offices are established at Shetek, Rice Lake, Cedar Falls, Wis., Downesville, Wis., Dubuque, Fort Madison, Iowa, Read's Landing, Minn., and St. Louis, Mo. Yards and mills are in operation at Fort Madison, Ia., St. Louis, Mo., Dubuque, Ia., Downesville, Cedar Falls, Rice Lake, and Menominee, Wis. No amount of capital is spared to equip these mills with all the latest improved machinery and manufacture grades of lumber unsurpassed in this or any country. Mr. H. L. Stout is one of our wealthiest and most influential citizens, a gentleman of liberal views and actively interested in the growth and material development of the Key City. He has been a resident since 1836, coming here from his native State, New Jersey, about that time. He has been Mayor of Dubuque, is a stockholder in the Commercial Bank, the Iowa Trust and Savings Bank, is Treasurer of the Bridge Company and owns a large stock farm just outside the city limits. Mr. F. D. Stout, son of H. L. Stout, is also interested in the above mentioned enterprises as a stockholder. These two gentlemen are the only resident members of the corporation here. Their yards in this city cover the large tract of ground from Washington and Eighth Streets to the levee.

M. E. Foster.—Confectionery, Cigars, and Home Made Cakes, 1078 Main Street. Miss M. E. Foster is an adept in her line. She established this business in 1880, and since then has achieved a well merited success. She carries a very complete assortment of Fine Confections and Pure Candies, excellent Home Made Cakes, Cigars, etc. The location is convenient to the resident portion of the city, where her goods and dainties are in ready demand. There are two assistants in the employ, with a steady increase of patronage, by reason of the superior merit of her goods. The specialties of this establishment are Home Made Jellies, Pickles, Cake, Canned Fruits, which are largely in demand on account of their excellence. Miss Foster is from Massachusetts, coming to Dubuque twenty-eight years ago. Hers is the largest and most reputable establishment of its kind in the city, catering to the very best custom. The success of this enterprise is due to Miss Foster's good judgment and taste in the conduct of her business.

Chamberlain Plow Company.—O. E. Guernsey, President; John Bell, Vice President; H. M. Ruggles, Secretary and Treasurer. The growth of a city is materially enhanced in a ratio corresponding with the general prosperity of its leading industries. The Chamberlain Plow Company is in as healthy a condition as its stockholders could well wish for, and this has all been brought about by the judicious and intelligent course pursued upon the part of the management. The company has never been a lack to do everything in their power, within the bounds of reason, to aid in the rapid development of the Key City. The officers all figure prominently as leading citizens and successful financiers. O. E. Guernsey is Cashier of the First National Bank, Director of the Dubuque Loan Association and an active member of the Board of Trade. John Bell is a retired capitalist, but holds the honorary office of President of the German Trust and Savings Bank, President of the Iowa Collin Company, Director of the National Iron and Brass Works, Director of the Second National Bank, etc. H. M. Ruggles has entire charge of the business. He is an apt and educated business man, alert to every needed change or improvement. For a long time he was engaged in dealing in agricultural implements at Manchester, Iowa, thus affording him a valuable experience of twenty-three years. The Chamberlain Plow Company was established and duly incorporated on the 4th day of November, 1880, with a capital stock of \$125,000, additional capital being added when the company was re-organized in 1885. Sixty men are employed in the shops and offices, and six traveling men represent the interests of the company throughout Illinois, Wisconsin, Minnesota, Iowa, Missouri, Texas, Kansas, Nebraska and Dakota, where the annual sales reach fully \$160,000. The weekly pay-roll is \$600. This great enterprise has a capacity of manufacturing 8,000 Plows, 3,000 Cultivators, 1,000 Horse Rakes, 3,500 Harrows, 500 Road Scrapers, and other machinery yearly. Their Cast Steel Plows, of which they make a great specialty, are famous all over the country. The main factory, situated at the corner of Jones and Locust Streets, is 150x135 feet and four stories high, and their warehouse, on First Street extension on the levee, is 68x140 feet. Most of the work is in iron and steel, and the best quality of oak and ash are the woods used. Transfer offices of the company are established at Kansas City, Omaha, Lincoln and Minneapolis.

A. Christman.—Dry Goods, Carpets, Notions, etc.; 672 Main Street. This well known and popular dry goods emporium was established in 1866 by the firm of J. & A. Christman, who continued the business until 1886, since which time Mr. Augustus Christman has conducted it alone. The premises occupied by the business embrace a four-story structure, 25x120 feet in dimensions, completely equipped with every facility and convenience calculated to aid or expedite the operations of the business, employment being given to a force of eleven competent and experienced clerks and assistants. Mr. Christman carries at all times a large and completely diversified stock, embracing everything in the line of Staple and Fancy Dry Goods, a large and carefully assorted stock of Carpets of every description, including all that is latest and best in the line, Silks, White Goods, Hosiery, Notions, etc. Great care is taken in the selection of the stock to keep it up to the times, and all novelties in dress goods are to be found upon the shelves of this first-class establishment. All the goods are bought from first hands, Mr. Christman making semi-annual trips to New York, and personally selecting the goods so as to secure the best in every line. Mr. Christman is a native of Dubuque, and has been in the dry goods business for the past thirty years; his long experience and the close attention paid by him to every detail of the business have been important factors in the growth and success which he has achieved.

A. Y. McDonald.—Manufacturer of Iron Pumps, Brass Goods, etc., Northwest corner Iowa and Fifth Streets, Dubuque, Iowa, and 168 Lake Street, Chicago, Ill. This great industry had its inception ten years ago. Mr. A. Y. McDonald is a



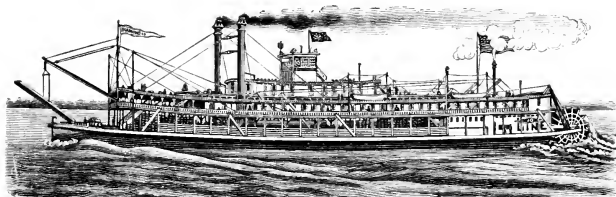
native of Glasgow, Scotland, the cradle of the iron industries of the British Empire. He came to America when quite a youth; has been a resident of Dubuque for a number of years; originally opened up business in the plumbing line, gradually merging it into the present gigantic enterprise. A capital of \$175,000 is involved in the business. One hundred and twenty-five expert workmen are in

the employ, upon an average weekly pay-roll of \$1,200. Twenty thousand tons of Iron Pumps and Brass Goods and Material is the annual output of this establishment. The trade extends all through the United States and Canada, and amounts to upwards of \$300,000 annually, with a steadily increasing volume. A branch house is established in Chicago, Ill., at No. 168 Lake Street, and agencies in various parts of the country, in order to facilitate the rapidly increasing demand for Mr. McDonald's product, which consists mainly in Iron Pumps of every description, Wood and Chain Pumps, Points, Pipe, Fittings, Hose, Sinks, Radiators, and full line of Plumbers' and Steam-fitters' Brass Goods. He also deals extensively in Plumbers' Tools and General Supplies. His catalogues, illustrated, give full and explicit information concerning these and many other useful and necessary articles, which he manufactures and carries constantly in stock. This industry is one of the largest of its kind in the United States, the plant being 120x130 feet in dimensions, four stories in height, at the northwest corner of Iowa and Fifth Streets, and completely equipped with every essential modern machinery, appliance and convenience for the proper and expeditious execution of the work. A warehouse on Iowa Street, between Third and Fourth Streets, 25x120 feet in dimensions, two stories in height, is also utilized to store supplies and stock. A perfect system prevails in every department of Mr. McDonald's extensive establishment. Mr. W. S. Molo is the efficient and trustworthy Managing Clerk, and Mr. James F. Segur is the Superintendent of the Machine Shops, and Mr. P. S. Ballaugh, of the Foundry. Mr. E. H. Raymond is Manager of the Chicago house. Mr. McDonald the head of this grand industry, is prominently connected with other industrial enterprises of Dubuque. He is President of the Pump Manufacturers' Association of the United States, a position he fills with great credit to himself and to the entire satisfaction of the members of this honorable association. He is a public spirited citizen and highly esteemed in commercial as well as social circles of this city.

Commercial National Bank.—No. 500 Main Street. Among the substantial financial institutions of this city is that of the Commercial National Bank, which was established in 1871, and duly incorporated. Messrs. R. E. Graves, President; John R. Waller, Vice President; and C. H. Harris, Cashier. The capital stock is \$100,000. A business is done throughout Iowa and the Northwest, transacting a general banking business and having a thoroughly organized correspondence. The closest personal attention is given to every detail of the Bank's affairs, at home and abroad. This institution solicits business from Banks, Bankers, Corporations and Individuals, and guarantees satisfaction to its patrons. Correspondence is invited and the promptest attention is paid to applications in person or by letter. Collections are also received and attended to with the greatest care and dispatch. Conscientious advice always vouchsafed to correspondents, with reference to collections or other matters entrusted to its care. Special rates are obtained from Express Companies for the shipment of Currency. A more perfect system of conducting business does not prevail in any other banking institution in the country than in the Commercial National Bank of Dubuque. At the close of business, August 1, 1887, the resources of this bank aggregated \$782,741.50 with liabilities as follows: Capital Stock, \$100,000; Surplus, \$30,000; Undivided Profits; \$4,710.61; Circulation, \$22,500.00; Deposits, \$625,530.89. The Directory is composed of some of the largest capitalists and leading business men of the city, viz: Messrs. C. H. Booth, Secretary Dunleith and Dubuque Bridge Co.; J. K. Graves, President of the Iowa Iron Works Company; L. D. Randall, of L. D. Randall & Co. Company, Wholesale Leather and Saddlery Hardware; John R. Waller, of Duncan & Waller, Real Estate and Insurance; F. D. Stout, Assistant Treasurer of The Knapp, Stout & Co. Company; Wm. Andrew, of Andrew, Tredway & Sons; and R. E. Graves, thirty-six years a banker. The following changes have taken place since the organization: Mr. H. M. Kingman, Assistant Cashier First National Bank of Chicago, was Cashier of this bank for twelve years, succeeded by C. H. Harris. H. L. Stout was Vice President thirteen years, succeeded by his son F. D. Stout, in the Directory. There are seven experienced and efficient clerks in the employ. The actual cash transactions of this banking house amounts to upwards of \$40,000,000 annually, with a steady increase of business from year to year. The financial care and sagacity that characterizes the management, and the high standing in commercial circles that its officers and directors hold, have given to the Commercial National Bank a commanding position among the strong and reliable financial institutions of the country.

H. L. Congar.—Wholesale and Retail Dealer in Anthracite and Bituminous Coal; Seventh and Main Streets. Mr. Congar is a native of Manchester, Iowa, having removed to Dubuque in 1883. He first located on Eighth and Washington Streets, and on May 1, 1887, moved to Jones Street, near the Illinois Central Depot, where he built the foundation to his present widely increasing business. The firm was established under the name of Jackson & Congar, but was dissolved in May, 1887. Mr. Congar is the largest dealer in the city. He employs ten men, keeping six teams busy delivering. His business aggregates 35,000 tons annually, and though his trade is largely in retailing, he carries on a very extensive wholesale business, shipping large quantities to other cities. With superior transporting facilities, as the city possesses, the maintenance of such an establishment is not only a credit to the city, but it is a positive index of the push and enterprise of the men who sustain commerce and build up a nation's integrity.

Diamond Jo Line Steamers.—Joseph Reynolds, President; E. M. Dickey, Superintendent; Fred A. Bill, General Passenger Agent; Office, No. 1, Levee. This corporation, which is the oldest organized and only reliable line of steamers between St. Louis and St. Paul, was established by Joseph Reynolds in 1867, and incorporated January 1, 1883, and has a paid up capital of \$300,000. This line consists of magnificent light draft stern-wheel steamers, fitted up with every modern convenience and comfort, and commanded by officers of sagacity and long experience; and the principal business of this company is steamboating between St. Louis and St. Paul. In this connection they have first class facilities for both passengers and freight, and offer superior inducements to travelers and shippers, not only along their route, but also to points in both the South and the great Northwest.



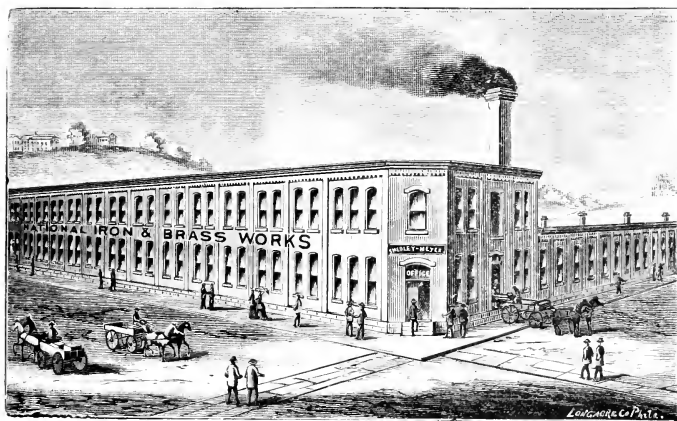
The organization of this company had its inception in the person of its President, Mr. Joseph Reynolds, a resident of McGregor, Iowa, having removed from New York to Chicago in 1855, and engaged in various kinds of business throughout the Northwest. Among the business enterprises he has established is the Hot Springs Railroad in Arkansas, and of which he is still the President. He is a partner in the houses of Hunting & Co., McGregor, Iowa, and Foss, Strong & Co., Chicago, besides being interested in various other important enterprises. The Superintendent, E. M. Dickey, entered the employ of the company in 1868, and was made Superintendent and General Freight Agent of the line in 1879, since which he has retained the management of the extensive business of the company. Fred A. Bill began his work with the company as clerk on one of its steamers in 1873, was promoted to General Passenger Agent in 1883, and in 1886 the position of Assistant General Freight Agent was added to his other duties. The company has in its service six steamers and twenty-five barges, whose gross tonnage exceeds 7,000 tons, and has a total annual business of about \$500,000. To transact this business requires the services of from 100 to 150 men in Winter, and about 500 in Summer, with an average annual pay-roll of from \$125,000 to \$150,000. The Boat Yard and Marine Ways of the Company are located at Dubuque, and in which from 30 to 100 men are employed. Among the many fine steamers constructed at this yard may be mentioned the Mary Morton, Libbie Conger and Josephine, of the Diamond Jo Line fleet; the rafters W. J. Young, Jr., Douglass Boardman, F. C. A. Denckmann; and the government steamers Fury and Vixen. The building of new steamers and the great amount of repairing done at this yard annually, brings a large trade to other industries, notably the Machine Shops, Foundries, Supply Stores, and even the Dry Goods Houses, as in many instances the entire outfit for new steamers has been purchased in Dubuque. The yard carries a complete assortment of Oak, Pine and Poplar Lumber, and is prepared to build and repair all kinds of river craft.

J. P. Farley Manufacturing Company.—Key City Steam Bakery; Manufacturers of all kinds of Crackers, etc., Coffee Roasters, Spice Grinders, etc.; corner Sixth and White Streets. An establishment which has built up a solid reputation by the uniform merit of its products, and has acquired a trade covering the States of Iowa Minnesota and Wisconsin, is that which was originally founded by Mr. J. P. Farley, in 1878, by whom the business was conducted with such success that in order to accommodate the steady increase in his trade, the present corporation was organized January 7, 1881, with a capital stock of \$50,000, Mr. Farley remaining at the head of the company as President. The company operate a large Steam Bakery, completely equipped with all the machinery and appliances adapted to the manufacture of Crackers of every description, Snaps, Jumbles, Cakes, etc. In addition to this department of their business, the company are also largely engaged as roasters of Coffee, grinders of Spices, Mustards, etc., and manufacturers of Cream of Tartar, Baking Powder, Flavoring Extracts, Bluing and other Grocers' Sundries. All the products of the establishment are made from the best materials, employment being given to a force ranging from twenty-five to thirty hands; and the goods produced by the company are in large demand by consumers and in the favor of the trade, to whom the company is represented by a competent staff of active and experienced salesmen. The operations of the business are carefully conducted under the experienced supervision of Mr. J. P. Farley, the founder of the house, whose thorough knowledge of all the details of the business, and accurate methods, have been prime factors in building it up to its present position; and the company now enjoys a trade amounting to an aggregate of about \$200,000 per annum. He is ably assisted in the business by Mr. J. K. Farley, also a gentleman of superior business attainments, whose efficiency has greatly aided in the development of this large and prosperous concern.

McFadden Coffee and Spice Company.—Roasters of Coffee and Manufacturers of pure Ground Spices, Baking Powder, etc.; J. M. McFadden, Manager; 64 to 68 Main Street. An important manufacturing establishment, and one which enjoys a trade which embraces, in addition to a heavy city patronage, a large and growing business in Iowa, Illinois and Wisconsin, is that of the McFadden Coffee and Spice Company, which was established in August, 1886. The premises occupied by the company embrace a two-story and basement building, 28x90 feet in dimensions, in which they have a complete equipment for the roasting of Coffee and the manufacture of pure Ground Spices and Baking Powder, for which the company enjoys a merited celebrity as the result of the uniform excellence of their products. Among the articles produced by this establishment may be enumerated Superior Baking Powder, Peerless Coconut, Chocolate, Coffee, Cream Tartar, Toilet Soaps, Mustard, whole and ground Spices, dry and liquid Bluing, Hops, pressed and ground Sage, etc. All these goods are of the best quality and are in high favor with consumers. Mr. McFadden sustains an excellent reputation for the reliability and accuracy of his methods, and his enterprise has been attended with a success which is steadily expanding.

Dubuque Tea Store.—No. 1179 Iowa Street, near Twelfth. Although established less than two years in business here, the above house has enjoyed a rapid increase in trade since the first day of its inception. Mr. Jas. H. Wade, the proprietor, was formerly in the same business in Brooklyn, N. Y. He employs two clerks and makes a successful specialty of carrying the finest lines of Teas, Coffees, and Spices in the city. In this line he controls a trade of \$12,000 annually.

National Iron and Brass Works.—Edwin Smedley, President and Superintendent; John Bell, Vice President; John H. Wood, Secretary and Treasurer; corner Lake and Kniest Streets. This house was established by E. Smedley and Chas. Meyer in the Spring of 1882, and incorporated October 30th following, and during the five years of its existence has acquired a thriving business, extending throughout the length and breadth of the union. The growth and popularity of this house in the manufacture of Hydraulic Machinery and Apparatus, is almost unprecedented in the history of practical mechanics. This establishment is founded on a practically solid basis, having a capital sufficiently adequate to the constant and daily increasing demands of the public. The plant occupies commodious buildings and yards at the corner of Lake and Kniest Streets, and is fitted up with the most modern and approved machinery, affording efficient and ample facilities for the success-



ful and economical manufacture of the various products of the concern. The specialties of this establishment are Smedley's Steam Pumping Machinery of every variety and style, ranging from the smallest Single Cylinder Boiler Feed Pump, to powerful Compound Duplex Pumping Engines, suitable for large mines, public buildings, city water works, etc.; Locomotive Bell Ringing devices, which have been used for many years on some of the leading lines of railway, and which command a steady and growing trade; also Iron Drill Presses. Mr. Smedley, the President of the company, is a practical machinist and inventor, and is the patentee of Smedley's Steam Pump, now so extensively used throughout the country, and an automatic device for ringing locomotive bells, and other important devices and conveniences for lightening labor. Besides manufacturing the above specialties, the company sell Steam Engines, Boilers and other machinery. This company has very recently built the machinery for the water works of Independence, Iowa; Galena, Illinois; Darlington, Wisconsin, and is now building the machinery and apparatus for Austin, Minnesota, and Lanark, Illinois. This company employs fifty mechanics, with an average pay-roll of \$2,500 per month, and its annual business aggregates \$100,000. It is the largest Pumping Machinery factory west of the Mississippi River. Mr.

Smedley emigrated to America when a boy learning his trade in Ohio, and came to Dubuque in 1872, when he accepted the position of Master Mechanic of what is now known as the River Division of the Chicago, Milwaukee & St. Paul Railway Company, holding the same until the organization of the firm in 1882. Mr. Wood is a native of Dubuque, and was formerly engaged in the book and stationery business, selling out in 1882 to associate himself with this company, thereby affording him a wider scope and field for his ability as a business man of enterprise. Everything considered, this company, from its past achievements, promises to be one of the leading firms in the country in its special lines of manufacture, as well as in the merit and variety of Steam and Hydraulic Machinery. The company has extensive foundries for the production of heavy castings in either brass or iron, and in addition to turning out castings for their own machinery, do a large amount of casting work in this branch of business. The Board of Directors consist of Messrs. John Bell, H. Corrance, Frank Brede, Edwin Smedley, John H. Wood, and Doctors W. Watson and Mengis.

Christman & Healey.—Dealers in Shelf and Builder's Hardware, Farming Tools, Fishing Tackle, Seeds, &c.; Blue Front Hardware Store, 378 Main Street; Telephone No. 80. This enterprise was established in 1847, by Farley & Christman, and after various firm changes the present firm succeeded Healey Brothers. There are three salesmen in the employ; a large local trade is controlled in the Hardware line, and in Farm and Garden Seeds they do an extensive trade all through Iowa, Illinois, Wisconsin, Minnesota and Dakota. This latter branch is rapidly expanding by reason of the desirable class of Seeds dealt in, and the great care in keeping in stock the freshest that can be procured. This house has the largest local retail hardware business in the city. Mr. Charles Christman is a native of France, and came to this country many years ago. Dubuque was his objective point having started the hardware business here on his arrival, upwards of forty years ago. Mr. George W. Healey is a native of this city, has had a long experience in commercial circles, was formerly in the hardware and agricultural machinery industry in the employ of W. C. Chamberlain. The premises occupied by this firm are commodious and central, four stories in height, 22x110 feet in dimensions and completely stocked from cellar to roof with a superior line of Hardware, etc.

VanValkenburg & Lyons.—Dealers in Stoves and Tinware; 132 Main Street. This well known and popular establishment is conducted by Messrs. F. VanValkenburg and James Lyons, who compose the firm, and by whom the business was started in October, 1885. They carry a large and completely diversified stock of Cooking and Heating Stoves and Ranges from the best factories in the country, and do all kinds of Tin and Sheet Iron work in a prompt and satisfactory manner, making a specialty of Tin Roofing, in which department of the business the quality of their work is not excelled by that of any firm in the State. Employment is given to a force of three skilled workmen, in addition to which the members of the firm are themselves thoroughly competent and experienced in all the practical details of the business. They are both natives of Dubuque, Mr. VanValkenburg having been for five years previous to embarking in this business in the employ of the Norwegian Plow Company, and Mr. Lyons for a long time in the employ of Mr. J. C. Paine, hardware dealer. Thus bringing to the business practical knowledge combined with reliable methods, the firm is enjoying a thriving trade, which is steadily growing.

Coates, Langstaff & Co.—Wholesale Grocers, 164 to 172 Main Street. A wholesale grocery establishment which, by reason of the completeness of its stock and the large territory covered by its trade, is justly regarded as one of the leading and most prosperous establishments of Dubuque, is that of Coates, Langstaff & Co., which was established January 1, 1884, and which is composed of Messrs. T. P. Coates, L. M. Langstaff and William G. Watters. The premises occupied by the firm embrace a four-story building, 44x115 feet in dimensions, which is completely stocked with everything in the line of Staple and Fancy Groceries, Shelf Goods, Sugars, Teas, Coffees, etc., and four competent and experienced clerks are employed in the house, while three active and efficient traveling salesmen represent the firm in their trade territory, embracing the States of Iowa, Minnesota and Illinois. The firm is prepared to fill orders for everything in the grocery line in a prompt and satisfactory manner, and enjoys in an eminent degree the confidence and approval of the trade. Mr. T. P. Coates, the head of this firm, is an old and highly esteemed citizen of Dubuque. He is a native of England, but has resided in the United States since 1842, soon after which he settled in Dubuque and engaged in the mining business. He established the business now known by the name of Rider, Wallis & Co., and after selling that business entered into partnership with James and William Watters, under the style of Coates & Watters, which continued for nineteen years, and was closed out in 1883, after which this business was established. Mr. Coates takes no active part in the affairs of the house, his interest being represented by his son, Mr. James W. Coates, who was in the real estate business prior to the establishment of this house. Mr. Langstaff, of this firm, is a business man of superior and protracted experience, having been engaged in the grocery business for the past twenty years, part of the time as proprietor and part of the time as a traveling salesman; and he is also well known as Senior Vice Commander of the Hyde Clark Post No. 78, G. A. R., as well as President of the Traveling and Business Men's Association. Mr. Watters is a native of Dubuque, and has been engaged since 1859 in the mining and lead smelting business, which he still carries on; and he has also been engaged in the dry goods business as a member of the firm of Coates & Watters. He owns the Dubuque Brass and Metal Company, and has long been esteemed as a prominent and representative citizen. He was County Treasurer for one term, and is a director of the German Bank and Second National Bank, and otherwise identified with prominent business concerns. Under the guidance of these successful business men the affairs of the firm are conducted with perfect system and accuracy, and to the entire satisfaction of the trade and it has a constantly growing circle of customers.

German Bank.—A. Kammann, President; A. A. Cooper, Vice President; P. J. Lee, Cashier; No. 342 Main Street. The capital stock of this institution is \$120,000, the surplus \$70,000, and the undivided profits \$6,000. The German Bank is in the lead of the banking establishments of Iowa. The time deposits are large. The bank was founded and duly incorporated in 1864, at the time being the second bank established in Dubuque. The charter was renewed in 1884. The present officers, whose names head this article, were elected in 1878. P. J. Lee, Cashier, is a native of Ireland, but came to America with his parents when very young. He is entirely familiar with the duties of his position and fills it to his highest credit. He is a Director of the Dubuque Fire and Marine Insurance Company and the Iowa Coflin Company. The bank makes drafts on all European points.

Watters & Dennis.—Wholesale Flour, Feed, Grain and Commission Merchants; 136 and 146 Main Street. The firm, of which Messrs. Thomas Watters and W. S. Dennis are the individual members, was established in October, 1885, prior to which Mr. Watters owned and operated the Rockdale Flour Mill, and Mr. Dennis was connected with him in that enterprise. The premises occupied by the firm for their present business, in addition to a store 60x150 feet in dimensions and three stories high, comprise a warehouse on Iowa street, between Second and Third streets, 100x150 feet in dimensions. The firm own their own trucks, drays, etc., give steady employment to a force of eight men, and do a large and steadily growing business in Flour, Feed and Grain, which they sell for personal account and on commission at wholesale. They enjoy in a merited degree the confidence of producers and shippers, which they have obtained by the uniform care and attention bestowed by them to every commission intrusted to their hands, and they do a large business in Dubuque and the surrounding country, carrying large and well assorted stocks of the best qualities of Flour, Grain and Mill Feed. The firm, in addition to their ownership of this business, are proprietors of the Watters & Dennis Cracker Factory, with a capacity for the manufacture into crackers of twenty-five barrels of flour a day, giving employment to a force of fifteen hands, and occupying spacious premises at Nos. 20 and 22 Eighth street, between Bluff and Locust streets. In every department of their business the firm conducts its affairs with a close and accurate supervision of every detail, and with a constant endeavor to give satisfaction by the adoption of the most reliable methods. As a consequence the firm has deservedly acquired a position among the leading and representative establishments of Dubuque.

James Lally.—Manufacturer and Dealer in Stoves and Tinware; No 37 Eighth Street, between Locust and Bluff Streets. Mr. Lally is a native of Pike County, Missouri. He removed to Dubuque in 1853 and for some time engaged as clerk in a prominent grocery house, and in 1875 established himself in his present business. Mr. Lally is an energetic and wide-awake business man, having, through thrift and integrity, placed himself in a good financial standing. He occupies premises at No. 37 Eighth Street, having a store filled with the most approved styles of Stoves, Ranges, Cooking Utensils, etc. In addition to his store, at the rear of which is a room fitted up with all the machinery for the manufacture of tin and copper ware of all kinds and descriptions. He also does a large trade in the manufacture of Tin and Sheet Iron Roofing, Spouting and Guttering, and which, with the assistance of four expert workmen, he applies upon order, warranting all work, and soliciting patronage from the appreciating public. Job work of all kinds solicited and warranted to give satisfaction.

H. A. Jordan.—Photo-Artist, Southeast Corner Main and Eighth Streets. This fine art industry was established in 1879 by Mr. Henry A. Jordan, who hails from the State of Connecticut. His galleries were located originally on the corner of Main and Fifth streets, but in order to facilitate his rapidly increasing business he moved to his present location on the corner of Eighth and Main streets, where he has commodious parlors and studio completely fitted up with every accessory and convenience for the proper execution of his excellent work. There are in the employ seven skilled artists. The capacity of his establishment is upwards of 10,000 dozen photographs annually. His trade is mostly local and amounts to \$10,000 yearly, with a steadily increasing volume of business. This is the largest photographic gallery in the city, possessing better facilities for turning out superior work than any west of Chicago. Mr. Jordan has also established galleries at West Union,

Dyersville and Delta, Iowa, in all of which his methods of reproduction are strictly adhered to. Mr. Jordan learned the photographic art in New Haven, Conn. He has had thirty-seven years' experience in the art of photography. Previous to engaging in the business here he had galleries and studios in Utica and Syracuse, N. Y. His gross receipts for one year in Syracuse amounted to \$35,000. Many of the young artists who worked under him excel in this fine art, and have established in different parts of the country a lucrative business by adopting their master's system of operating and conducting their affairs. Mr. Jordan is a man of excellent judgment and rare taste, besides being an adept at the art photographic. Cabinet Photography is his specialty, in which he has no superior for fine execution in the United States.



Richards & Rose.—Jewelers, Watch-Makers and Scientific Opticians, South-east corner of Main and Eighth Streets. This firm began business in Dubuque in February, 1884, at No. 551 Main street, as the successors of Fred. Jenkle. By their energetic and thorough business methods they were not only enabled to retain the old customers, but speedily gained many new ones. Their business grew so rapidly that in June, 1886, they were forced to secure more commodious quarters, and removed to their present beautiful store, (see cut above) which is in the very center

of the business part of the city. They carry a large and elegant stock of fine Watches, Diamonds, Jewelry, Solid Silver and Silver Plated Ware, Clocks and Optical Goods. All prices are marked in plain figures and all goods are warranted to be exactly as represented. They make a specialty of Fine Watch Work, and enjoy a very large and constantly increasing trade in Railway Time Keepers, made especially for railroad men, and known as the "Richards & Rose" Watches. They do a great deal of work for the trade, demagnetizing watches and changing key-wind to stem-wind. The watch department is under the direct charge of Mr. Geo. P. Rose, Jr., who is a practical watchmaker and known all over the Northwest as an expert in this branch. He learned his trade in New York City, and has been at the bench twenty-five years. He came west to assist in organizing the Freeport Watch Company in 1874, and was Assistant Superintendent of that institution until it was destroyed by fire. Some of the most accurate railway time keepers now carried on the lines running into Dubuque were made by Mr. Rose, and could not be purchased for any reasonable sum from their owners. The business and financial affairs of the firm are under the charge of Capt. Alonzo V. Richards. Mr. Richards served his country in the War of the Rebellion for four years and three months, enlisting in the Seventh Wisconsin Infantry, one of the regiments composing the famous old Iron Brigade. He was detailed by Secretary Stanton into the Signal Corps, and afterwards commissioned in the same organization by the President. After the war he settled in Galena, and for several years was employed by the Secretary of the Interior as Astronomer and Surveyor in surveying the boundaries of Western States and Territories. From 1875 to 1883 he was the editor and proprietor of the Freeport (Ill.) Journal. Both members of the firm are accomplished Opticians, and spare no pains or expense to properly measure and fit their customers, using only the very finest imported lenses in their Spectacles and Eye Glasses. Together, they make a strong team and their firm has already taken rank as one of the deservedly popular institutions of the city.

Ferguson Bros. & Vogel.—Plumbing and Steam Heating, and dealers in Marbleized, Slate and Wood Mantels, Pumps, Gas Fixtures, etc. The individual members of this firm are Messrs. A. E. and George G. Ferguson and E. W. Vogel. They carry on a general Plumbing and Steam Heating business and deal extensively in Pumps, Brass and Iron Goods, Gas Fixtures, Globes, Rubber Hose and Tile Pipe for sewerage; also an elegant line of Marbleized, Slate and Wood Mantels, Tiles for Floors and Hearths, etc. This industry was established in 1878, and since its inception a very large and constantly increasing patronage has resulted. Twenty expert hands are in the employ, upon an average weekly pay-roll of \$150, the trade extending through the states of Iowa, Wisconsin, Minnesota, Illinois and Nebraska. The firm have the very best facilities for the prosecution of their work, use the very best materials, and their establishment ranks as the largest and best equipped and stocked of any in the line in Dubuque. Their premises are 44x70 feet in dimensions, three floors, and conveniently located at Nos. 86 to 98 Eighth street. The members of the firm are all natives of Dubuque, are thoroughly conversant with every detail of the business, and have had many years' experience. They have executed work at the U. S. Custom House and Post Office, the passenger depot of the Chicago, Milwaukee & St. Paul Railroad Company, and fitted up many of the finest residences in the city. Their work is superior and their business methods reliable.

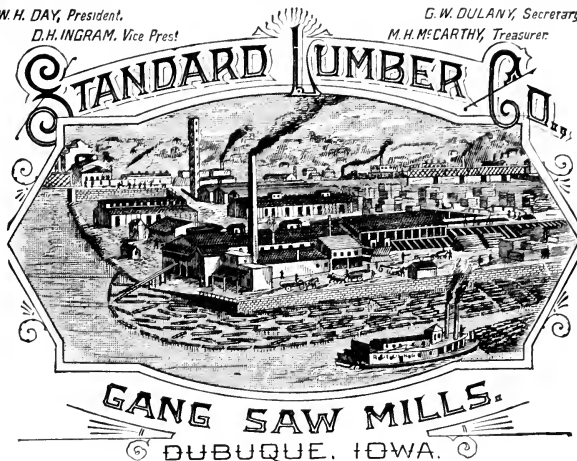
Standard Lumber Company.—Office Seventh and Jackson Streets; Yards and Mills, Seventh and Jackson to Levee. We have now under consideration one of the most important industries of this city. The enterprise had its inception in 1867, under the firm name of Ingram, Kennedy & Day. On January 1, 1882, it was reorganized and incorporated as the Standard Lumber Company, with a stock capital of \$400,000. The officers of this company are Messrs. W. H. Day, President; O. H. Ingram, Vice President; G. W. Dulany, Secretary; and M. H. McCarthy, Treasurer. The output of their mills is 25,000,000 feet of lumber annually. A trade amounting to upwards of \$400,000 is obtained, and steadily increasing from year to year. There are two hundred men in the employ, at an average weekly payroll of \$2,100. The trade territory embraces the States of Iowa, Nebraska and Kansas. The mills are completely equipped with every essential modern appliance

W. H. DAY, President.

D. H. INGRAM, Vice Pres

G. W. DULANY, Secretary.

M. H. MCCARTHY, Treasurer



and machinery for the proper execution of the work. This establishment is one of the largest in the city; improvements being added from time to time as the increasing demand for their product requires. Major W. H. Day, the President, is originally from Ohio, and has been a resident of this city since 1866. He has had upwards of twenty years' experience in the lumber business in the city, and is prominently identified with many enterprises that have marked the progress of the commercial and industrial development of Dubuque. His military record in the Union Army during the late war reflects great credit upon him as a patriotic citizen of his native State, and an efficient officer, having been promoted for meritorious service on the field, to the rank of Major. Mr. O. H. Ingram, the Vice President, is a native of Massachusetts; he is one of the original promoters of this enterprise, a gentleman eminently fitted for the business by virtue of his long and valuable experience with the lumber industry. Mr. G. W. Dulany, the Secretary, is from Hannibal Mo., and entered the firm at its reorganization in 1882. He is an active and enterprising business man, and principal manager of the Empire Lumber Company's large business at Hannibal. Mr. M. H. McCarthy has been connected with the company for

six years. In his official capacity of Treasurer of the company he has displayed superior executive ability and business sagacity in the financial management of the company's affairs, thereby enhancing its already high standing in commercial circles. A more substantial industrial establishment could not be conceived than the one now under our special notice. It has achieved success through the adoption of correct business methods in all its dealings. Its officers are all identified with the best interests for the promotion and development of the city of Dubuque as a manufacturing and trade center.

J. Christman & Son.—Dry Goods and Carpets, No. 872 Main Street. It has been highly satisfactory to the proprietors of this important and popular enterprise to note from year to year a decided increase in the volume of trade and a marked growth also in public favor and esteem. No house of Dubuque in this or any other line stands higher in the estimation of the people. It was founded in 1868 by J. & A. Christman, and the firm name changed to the present style in 1886, Mr. Jacob Christman withdrawing at that time and going into business with his son, Chas. Christman. Fifteen clerks are now required in the employ and a complete and select stock of goods fill the shelves of the establishment, ready for disposal at low figures. Jacob Christman is a native of France. He came to America in 1832 and first settled in New Jersey. Five years later he removed to Dubuque, where he has lived ever since, figuring prominently in commercial and social circles and in the government of our city. He was Alderman two years, Vice President of the German Bank two years, and at the same time acted as its President. Chas. H. Christman, son of Jacob Christman, was admitted into partnership last year. He is a wide-awake business man, full of energy and discipline.

J. C. Paine.—Manufacturer and Dealer in Stoves, Tin, Copper and Sheet Iron Ware; 789 Main Street. This industry was established in 1874. There are four expert workmen in Mr. J. C. Paine's employ. His trade extends to the city and surrounding country. A very large and diversified stock of Stoves, Tin, Copper and Sheet Iron Ware is constantly kept on hand. Roofing, Guttering, Spouting of every description is done on orders, with promptness and reasonable rates. The specialty of this house is in superior Stoves for cooking and heating purposes, and a full line of House Furnishing Goods. Mr. Paine is a Canadian by birth, who came to the United States in 1853, settling in Albany, New York. In 1857 he came West, locating in Dubuque. Being a tinsmith by trade he engaged in that occupation until the establishment of his present enterprise, in 1874. This industry is among the largest of its kind in Dubuque, and since its inception has met with a deservedly great success, owing to Mr. Paine's care and diligence in the conduct of his affairs, and the honorable methods adopted by him in every business transaction. The premises are eligibly located at No. 789 Main street, 22x114 feet in dimensions, three stories high, and supplied with every convenience and appliance for the proper execution of the work. A fine display of goods and wares is on exhibition.

Guido Beck.—Architect and Superintendent; Bell Block, corner Thirteenth and Clay Streets. Mr. Beck is a native of Germany; he emigrated to the United States, to Rock Island, Ills., and after prosecuting his profession there for some time, came to Dubuque and established himself in February, 1887. Other than that of ordinary architectural work, he makes a specialty of all kinds of fine drawings for buildings, monuments, etc., draws plans and makes estimates and specifications for all kinds of public and private buildings, and from the character of his work, should receive the liberal patronage of the public. The strictest attention is given to Plans, Working Drawings, Details, Estimates and Specifications for all kinds of public buildings, private residences and churches.

A. A. Cooper.—Wagon Manufacturer; office Third and Main Street; Factory on Third Street. This industry was established in 1850 by Mr. A. A. Cooper, with an ample capital at hand and every requisite of a first class Wagon Factory. Mr. Cooper controls a trade that extends all through the West and Northwest. He employs 150 skilled workmen, upon an average weekly pay-roll of \$1,500. The output of his work shops and factory amounts to 5,000 wagons annually, the sales aggregating upwards of \$250,000. He manufactures Farm, Freight and Plantation Wagons. The substantial manner in which his work is done has always commended the pro-



duct of his factory, and as a consequence the trade has steadily grown, until now Mr. Cooper's premises are the largest and most completely equipped of any West of Chicago, besides being the oldest establishment of its kind in the State of Iowa. Mr. Cooper, the enterprising head of this industry, is highly esteemed as a public spirited citizen. He is Vice President of the German Bank, a Director of the Dubuque & Northwestern Railroad Company, and President of the V. J. Williams Implement Company. He is also prominently connected with many other leading enterprises, both industrial and commercial, of this city. His premises, including yards and factory, occupy five acres in area, located eligibly in the very center of the city and convenient to railway connections and river transportation. A more honorable record for reliable business methods and fair dealing is seldom noted in such a long business career as that of Mr. Cooper's. It is a noteworthy fact that his business was established thirty-seven years ago with the support of only a small capital, but by dint of persistent effort and indomitable courage, coupled with business sagacity in the direction of his affairs, his trade has grown to its present large proportions and promises a more rapid development in the future. He has achieved the success that industry and perseverance invariably deserves.

Peter Kiene & Son.—Insurance Agents, Loan, Real Estate and Ocean Steamship Agency; Northeast corner Fourth and Main Streets. This house was founded in 1857 by Mr. Peter Kiene, Sr., his son Peter being admitted to partnership in 1876. The business consists in Fire, Marine, Tornado, Accident and Life Insurance—loaning money and dealing in real estate by transfer being their specialty. They are also agents for Ocean Steamship Companies. There are in the employ three efficient clerks. The transactions of this firm, in Insurance, is confined mainly to the city and vicinity. In loaning money they cover a territory embraced within north Iowa. This department of the business is the largest in the city, their transactions amounting to several millions of dollars within the past few years. Loans are made on real estate securities, principally farm lands in the interior. Parties in the East who desire to avail themselves of a reliable house, have in that of Messrs. Peter Kiene & Son, a firm of unquestionable responsibility, who refer by permission to all the Dubuque bankers, and also first class references can be furnished in Chicago, New York City, Boston and Hartford. They represent the following old and reliable Insurance Companies: German American of New York, cash capital, \$1,000,000; assets, \$500,000. Fire Association of Philadelphia, cash capital, \$500,000; assets, about \$500,000. Orient Insurance Company of Hartford, Connecticut, cash capital, \$1,000,000; assets, \$1,551,954. Washington Fire and Marine of Boston, Mass., cash capital, \$1,000,000; assets, \$1,810,273. St. Paul Fire and Marine Insurance Company, cash capital, \$500,000; assets, \$1,261,829. German Insurance Company of Freeport, Illinois, cash capital, \$200,000; assets, \$1,843,498. Connecticut Fire, of Hartford, assets, \$2,000,000. Royal Insurance Company, Liverpool, England, total assets, \$29,110,748; U. S. Branch, January 1, 1886, assets, \$4,712,899. Commercial Union Assurance Company, London, England, cash capital, \$1,250,000; assets of U. S. Branch, \$2,409,782. Imperial Insurance Company, London, England, cash capital, \$3,500,000; assets U. S. Branch, January 1, 1886, \$1,589,991. Mutual Insurance Co., of New York, organized in 1842, the largest life company in the world. With this army of substantial companies represented, the Messrs. Kiene are prepared to take risks upon the most favorable terms; offering the utmost safety to the insured upon equitable terms. Mr. Kiene, Sr., is a Swiss by birth and education; his son was born in Dubuque. Both gentlemen are eminently fitted for the great responsibilities of this enterprise. The combined capital of the Insurance Companies represented by them amounts to the magnificent sum of \$200,000,000. Mr. Kiene, pere, is also proprietor of the Dubuque Rubber and Belting Company, whose notice appears in another part of this work. His connection with Ocean Steamship companies, as agent, covers a period of one quarter of a century. Nine-tenths of the business transacted in the latter line is done by this firm. Mr. Peter Kiene, Jr. is a member of the G. A. R., having served his country almost five years, as a citizen soldier of the great and patriotic State of Iowa. He is a business man of high standing and an esteemed citizen. The career of this house bears an honorable record for personal integrity and business sagacity seldom equalled. Mr. F. W. Altman, the Accountant and Cashier, has been with the firm thirteen years and is eminently fitted for the position. He is a native of Dubuque, and prior to his connection with the house was with the Diamond Jo Line Boat Store. He has general supervision of the affairs of the concern.

Levens & Dillon.—(Abe Levens and Timothy Dillon.)—Wholesale Dealers in Wines, Liquors and Cigars; No. 336 Main Street. The well known firm of Levens & Dillon find a prominent place in the pages of this work, for the justifiable reason

that they are a representative firm in every sense of the word—with an established reputation as among the largest and most popular wholesale dealers in Iowa. They are agents for superior grades of California Brandies, Ports, Sherrys, Angelicas, holders of Bonded Whiskies, such as Old Crow, Kentucky Club, Hermitage, Anderson and Buchanan Sour Mashies, also Hermitage, Guckenheimer and Rutland Ryes, all different ages; Imported and Domestic Cigars from some of the most noted manufacturers, Importers of Gins, Rums, Brandies and Sherries, and others of the leading brands. They import direct and compete in all particulars, as far as price, quality of goods, etc., with the best wholesale liquor houses of Chicago, St. Paul, Milwaukee and St. Louis. This important industry was founded as early as 1856 by W. H. Peabody & Co. D. H. Conyngham succeeded W. H. Peabody & Co., and the present firm bought out the interests of the latter in 1881. Levens & Dillon have a much larger trade each year than the year preceding, and this is merited by their courteous, intelligent management and honest dealings with their patrons. They do an annual business of \$200,000; have eight persons in their employ, and four traveling salesmen receive orders from the custom in Iowa, Wisconsin, Minnesota and Dakota. The firm have every modern facility for carrying on their business. The building is four stories high, with cellar, 20 feet front and extends back 114 feet. It is commodious, well appointed and conveniently located.

Wm. Lawther.—Manufacturing Confectioner; Nos. 137 and 145 Main Street. No institution of the Key City plays a more important part in elevating the standard of commercial credit and in placing Dubuque peer among the jobbing cities of Iowa. This enterprise of Wm. Lawther, Manufacturing Confectioner, is the largest one of the kind west of Chicago. The goods have a wide and enviable reputation, and the sales, which aggregate fully \$100,000, touch nearly all the important points in Illinois, Wisconsin, Iowa, Dakota and Minnesota chiefly. From thirty-five to fifty employes are constantly kept busy, and the weekly pay-roll averages \$400. The great and successful specialty of the house is in their Fine Candies. These it may be truly said, are not excelled in purity, wholesomeness, and delicious flavor. The business was originally established by J. H. Roach in 1864. Mr. Lawther entered the firm in 1882 and assumed entire control three years later, in 1885. The candy factory occupies the entire four floors and basement of a building 44x114 feet, and is equipped with a fifty horse power engine and boiler, and every other essential convenience becoming a modern institution of this magnitude. Five traveling salesmen represent the house throughout the territory of trade.

Miller Brothers.—Dealers in Fine Boots, Shoes, and Rubbers; 544 Main Street. A recent addition to the business establishments of Dubuque, which gives promise of a prosperous career, is that of Miller Brothers, composed of Messrs. Joe and Ed. F. Miller, both of whom are young men of first-class business attainments and a high degree of energy and enterprise. That they have started in to occupy a prominent place among the leading retail shoe establishments of the city is evidenced by the extent and variety of their stock, which contains a large supply, and most complete assortment of fine Boots, Shoes and Rubbers, for ladies', misses', men's, boys' and infants' wear, including a full line of the celebrated "Richardson" Shoes. Their store is eligibly located at 544 Main Street, and the completeness of the stock and reasonable prices at which they are offered, furnish unsurpassed inducements for the custom of the residents of Dubuque and its vicinity who desire anything in the line of foot wear, and who can do no better than to visit their store, where they will find the Messrs. Miller prepared to fill all orders in a prompt and satisfactory manner.

The E. M. Dickey Company.—Joseph Reynolds, President; E. M. Dickey, Secretary and Treasurer; No. 1 Levee. Although having but a short existence, this company has already won for itself the name of being one of the first-class business enterprises of the city; the President and Secretary both being intimately connected with the "Diamond Jo Line Steamers," elaborated upon elsewhere in this work. The company was incorporated August 1, 1886, with a capital of \$60,000. They are extensive buyers of grain at almost all Mississippi River points above Dubuque and are now extending this business into Western Iowa, where they are building a number of elevators and warehouses on the main line of the Illinois Central Railroad, and also at the principal stations on the Cherokee and Dakota extensions of the same road. The elevator now operated by the company at Dubuque, being entirely too small to handle their business, they have leased the new Illinois Central Railroad elevator now under construction at East Dubuque, Ill., and will operate it as a cleaning and distributing house for both river and western grain. This elevator will have a storage capacity of 200,000 bushels, and a handling capacity of forty to fifty cars a day. The advantages of this location for making shipments to all points south and east are apparent. This company makes a specialty of furnishing choice grades of Milling Wheat, Barley and Oats in round lots, and buyers will find it to their advantage to open correspondence with them. Country grain dealers can always obtain full Chicago or Milwaukee values for their grain by consigning it to this company, and have the advantage of more prompt returns and satisfactory weights. This company also handles Anthracite and Smithing Coal, besides being agents for the sale of the La Salle, Oglesby, Wenona and Minonk Coal, on the Illinois Central and Minnesota & Northwestern Railways. Their facilities for making prompt shipments are unsurpassed, and although new in the business have already worked up a very extensive trade, which is constantly increasing. Besides the chief items of Grain and Coal, the company are large dealers in Salt, Cement, Lime, Stucco, Land Plaster, etc., and being the supply agents of the Diamond Jo Line Steamers, carry a large stock of Steamboat and Raft Supplies, Manilla Rope, Tackle Blocks, Fire Brick, Tile and Clay, Oars and Row Locks, Oakum, Cotton Duck, Wire Rope, Oils, and all other articles usually found in a first class Ship Chandlery Store. Having superior shipping and transportation facilities this company have been able to meet all competition in prices. The annual pay-rolls of the company exceed \$30,000, which is divided among fifty employees.

Charles Van Horn.—Carriages and Spring Wagons; corner Fifth and Clay Streets. This industry was established in 1885 by Mr. Charles Van Horn, who came from his native state, New Jersey, about five years ago. Previous to engaging in his present enterprise he worked at carriage making as journeyman. Since the inception of this business Mr. Van Horn has met with a decided success. He employs three expert workmen. His trade is mostly local, and the work turned out of his shops has the reputation of being superior in every respect. This establishment is supplied with every necessary appliance and convenience for the proper execution of his work on orders. Being a practical mechanic himself, every detail of his work receives his personal supervision. The best materials are used in Carriage and Wagon building, and it is the pride of this house to sustain a well earned reputation for honest and substantial workmanship. A repair department is connected with the shops. Mr. Van Horn is an enterprising business man as well as a thoroughly efficient artisan. His success is due to care and skill in the management of his business.

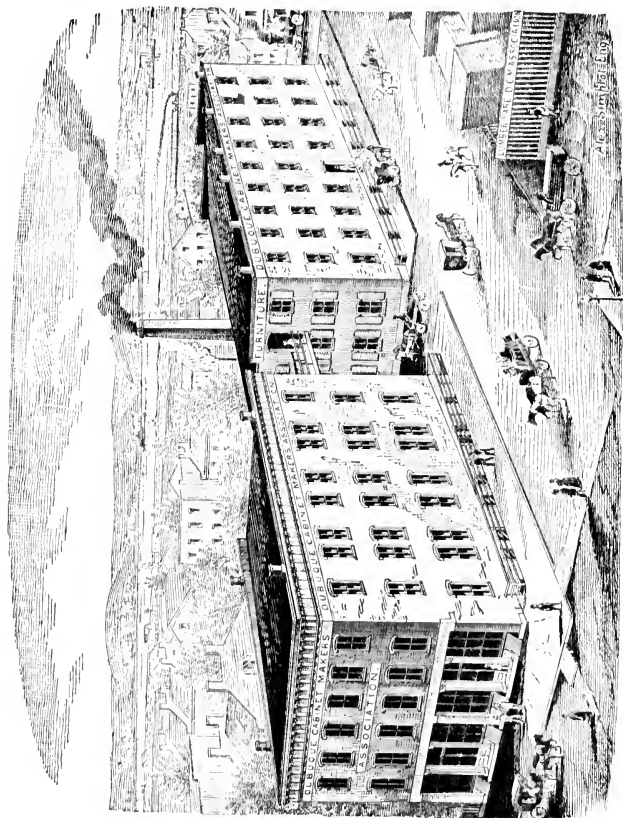
Morrison Brothers.—Plumbers, Steam and Gas Fitters, Manufacturers of Steam Boilers, etc.; 417 Main Streets; factory Fifteenth and Pine Streets. This representative and important industry was established in 1870 by Mr. R. Reed, the Morrison Brothers having purchased it in 1873, one of the brothers, Mr. A. L. Morrison, withdrawing from the business in 1875. Mr. John Morrison continues the business under the above firm name. There are forty skilled mechanics in the employ of this house, at an average weekly pay-roll of \$400. The trade territory extends over the States of Iowa, Wisconsin, Minnesota, Nebraska, Illinois and the territory of Dakota, and is constantly increasing. The work done by this house is superior in every respect, the greatest care being exercised in the selection of materials, and consummate skill displayed in every detail of the work produced. Besides Plumbing, Steam and Gas Fitting of every description and the manufacture of Iron, Steel and Copper Boilers, the firm deal largely in every variety of Steam, Suction and Force Pumps for deep and shallow wells, Drive Well Pumps, Cistern Pumps, etc., at wholesale. They also deal in Iron and Brass Goods for Gas, Steam and Water. One special feature of this establishment is its superior facilities for fitting up private residences and public buildings with Water Closets, Hot and Cold Water Baths, Wash Basins, Water Cocks, Copper Boilers and Heating Apparatus, with high or low steam pressure, all of which work is done after the most approved modern method. The firm are just completing a new factory and boiler works on the west side of Elm Street, between Sanford and Twenty-second Streets, which is completely equipped with all necessary modern machinery and appliance for the proper prosecution of the work. Mr. John Morrison is a native of Scotland, the cradle of the mechanic arts. He came to America in 1852, remaining for a time in Cleveland, Ohio. He came to this city in 1856, and previous to engaging in this enterprise had a practical experience of upwards of twenty-five years in this line of industry. The rapid increase of his business has necessitated the increased facilities for manufacturing purposes which are now nearly completed. The new works on Elm Street, already referred to, are 50x100 feet in dimensions, and still another building of the same dimensions is in process of construction adjacent to the first. This is unquestionably the largest establishment of its kind west of Chicago. Under Mr. Morrison's efficient direction this establishment bids fair to become one of the leading industrial concerns of the country—the result of the highest skill in the management and the adoption of correct business methods in the conduct of its affairs.

Schroeder & Kleine.—Wholesale Grocers; No. 394 Main Street. Dubuque boasts of centering herein the largest jobbing and wholesale interests in the State. Among the foremost wholesale grocery houses there are none of more importance, or that occupy a more favored position in the trade circles of Iowa, Wisconsin and Minnesota, than the above house of Schroeder & Kleine. Their trade is increasing substantially, and a patron once gained by them is an enrolled patron for future time. The gentlemen are courteous and fair in all their dealings, understand their business thoroughly, and the goods they deal in are of the most popular brands. Their facilities to carry on the business are first class. Five men are in the employ and every convenience is at hand. Frank N. Schroeder is a native of Luxemburg, but came to this country twenty-five years ago and took up his residence in Dubuque. He is a Director of the German Trust and Savings Bank. John H. Kleine has always lived in this city. He is a young and energetic business man. Both gentlemen are prominent and well known in commercial circles. The premises they occupy embrace five floors, with a frontage of 25 feet and a depth of 115 feet.

Poole, Gilliam & Co..—Wholesale Grocers, 264 to 272 Main Street. The jobbing trade of this city, in the grocery line, is honorably represented by the enterprising firm now under notice. Messrs. Poole, Gilliam & Co. rank among the largest in their line in Dubuque. The business was founded as early as 1859, when the commission house of Smith & Cannon started the business, which successively changed hands in 1865, having been purchased by C. P. Kinsley, and in 1870 the business was transferred to the present firm, who diverted the trade into its present channel of jobbing in Groceries. The firm employs fourteen salesmen, six of whom represent the house on the road. A trade territory embracing Iowa, Minnesota, Wisconsin and Dakota is covered, with a constantly increasing volume of business. The members of this firm are all active and experienced business men. Mr. Horace Poole is a native of Massachusetts. He came to Dubuque in 1859, and worked for Smith & Cannon until the breaking out of the civil war, when he joined the Union forces and served until its close; then returning to Dubuque he resumed work with C. P. Kinsley, who had succeeded Smith & Cannon. His employer dying in 1870, he, with the other members of the present firm, Messrs. Thomas F. Gilliam and J. A. McArthur, bought up the estate and organized the enterprise now under consideration. These gentlemen have all had long and valuable experience in their line, both as employes and principals. They are eminently fitted as men of advanced business views in the conduct of their affairs. As public spirited citizens they are highly esteemed for their liberal tendencies in supporting every means adopted for the promotion and development of industrial and commercial enterprises of the city of their adoption. Mr. Gilliam is originally from Illinois, and came to Dubuque in 1846, since which time he has had a varied experience, affording him every facility in acquiring a thorough knowledge of business in general. Mr. McArthur is a New Yorker by birth, and came to this city in 1851, engaging with the First National Bank as book-keeper, which position he held until engaging in the present enterprise. Each of these gentlemen have supervision of separate departments of their business, and a perfect system prevails all through the extensive establishment under their personal attention. The premises occupied are a four-story and basement building, 42x115 feet in dimensions, centrally located and equipped with every convenience for the prompt receipt and shipment of goods. A decided success has marked the career of this house—the result of correct business methods in the conduct of its affairs, and honorable dealing.

Walker & Rhomberg.—(F. T. Walker, D. Rhomberg.) Law, Loan and Collection Office; Northeast corner Main and Sixth Streets. This house ranks among the best in the city, doing a large collection business here and extending out in other portions of the state, as well as in other states. In the Real Estate business, it has a large and extensive field, having in charge the disposition of some of the finest houses and most desirable lots, both in the city and state. Having superior facilities, Loans are at all times solicited upon the most approved securities and at low rates of interest, as a large amount in funds are at its disposal. It also does an extensive Insurance business, representing the following staunch and reliable companies: Girard, of Philadelphia; Northwestern National, of Milwaukee; Western, of Toronto, Canada; London and Lancashire, of Liverpool, England; Anglo-Nevada, of San Francisco, Cal., and State, of Des Moines, Ia. Messrs. Walker & Rhomberg are old residents of Dubuque, and are both gentlemen of high business standing, having since the establishment of their house in 1871, maintained a steadily growing reputation, and being now among the best conducted houses of the city.

Dubuque Cabinet Makers' Association.—Henry Wunderlich, President and Manager; R. Herrmann, Secretary. Office and Warerooms, 429 and 437 Main Street. Factory, corners Tenth, White and Jackson Streets. This important industry is essentially representative of the enterprising spirit that pervades this community. Its product is well known over an expanse of country as being of a



superior grade. The business was established in 1867 and incorporated under the State laws, Mr. Henry Wunderlich, President and Manager, and Mr. R. Herrmann, Secretary of the Association. Sixty thousand dollars is the capital involved. The product of their factories is very large and consists in Furniture of every description, Upholstered Goods, Coffins and Coffin Trimmings, etc. The factories, located on Tenth Street, cover an area of two city blocks and are completely equipped with all

the latest modern machinery and appliances for the proper and expeditious execution of the work. One hundred expert workmen and other help are in the employ at an average pay-roll of \$2,500 monthly. The trade extends all through the States of Iowa, Minnesota, Wisconsin, Illinois and the territory of Dakota, and amounts to \$100,000 annually. Mr. Wunderlich is a native of Germany, and came to America in 1855, settling in this city upon his arrival. Mr. Herrmann is also a German by birth. He came to this country in 1859, and for a time was Civil Engineer on the Illinois Central Railroad. He came to this city in 1871, and five years later engaged in his present enterprise. Both gentlemen are eminently fitted for the administration of the affairs of this extensive industry, possessing a high executive ability and business experience in managing a concern of such magnitude. The offices and salesrooms at Nos. 429 to 437 Main Street are conveniently arranged and centrally located; in dimensions 40x113 feet, four stories in height and basement, the largest establishment of its kind west of Chicago. Under its present management this house has secured a deservedly large patronage and a steady increase in the volume of its trade. It is a fitting monument to the energy and enterprising element of this progressive city, and augurs well for the future development of the furniture trade here.

Duggan, Sullivan & Kinsella.—Hardware; 190 Main Street. This firm, of which Messrs. Michael Duggan, Timothy O. Sullivan and Michael J. Kinsella are the individual members, was established in 1883, since which time the business has been conducted with a steadily increasing success, which has resulted in an increase of its business from \$20,000 in 1883 to \$150,000 in 1886. It is to be doubted if any other firm in Iowa can show so gratifying results, the stock of the house when they began business having been very small, but steadily increased in order to accommodate their greatly expanding trade, until the firm now occupies for its sales and sample rooms a four-story building, 20x114 feet in dimensions, and three warehouses each two and three stories high, in addition to which they have a separate building with spacious yard, located at Second and Loenst Streets, where they carry a large stock of Wagons. The firm, in addition to a general line of shelf and heavy Hardware, are agents for the Studebaker Wagons, Deering Binder, Minneapolis Binder, John Deere Plows, etc., carrying a large and complete stock of Agricultural Implements of every description, of which they make a special feature. Fifteen competent clerks and assistants are employed in the house, and a staff of traveling salesmen represent the firm in Iowa, Wisconsin, Illinois, Dakota and Minnesota, Mr. Duggan himself taking the road and representing the firm to the trade. He is a native of Dubuque County, and followed agricultural pursuits for a number of years, afterwards engaging in the cattle business for three years prior to the establishment of this enterprise. Mr. Sullivan is a native of Ireland and came to America in 1853, settling first in New York City, afterwards coming to Dubuque and being employed in the saw mill business until about 1861, when he established himself in the hardware business, which he continued for about five years. He sold out that business and removed to the country, where he remained about four years, and then returned to the city to accept the office of City Assessor, which he held until this business was established. Mr. Kinsella is a native of Dubuque County, and was engaged as a farmer until this firm was formed. The close attention paid by the members of the firm to every detail of the business, and their thoroughly honorable and reliable methods, have been the main factors in the success which has attended their enterprise, and which continues to increase from year to year.

The Dubuque Herald.—Is not only one of the leading, but also one of the very oldest, institutions of the city and State. It has long been given the reputation of being one of the foremost newspapers of Iowa, and one of the most influential

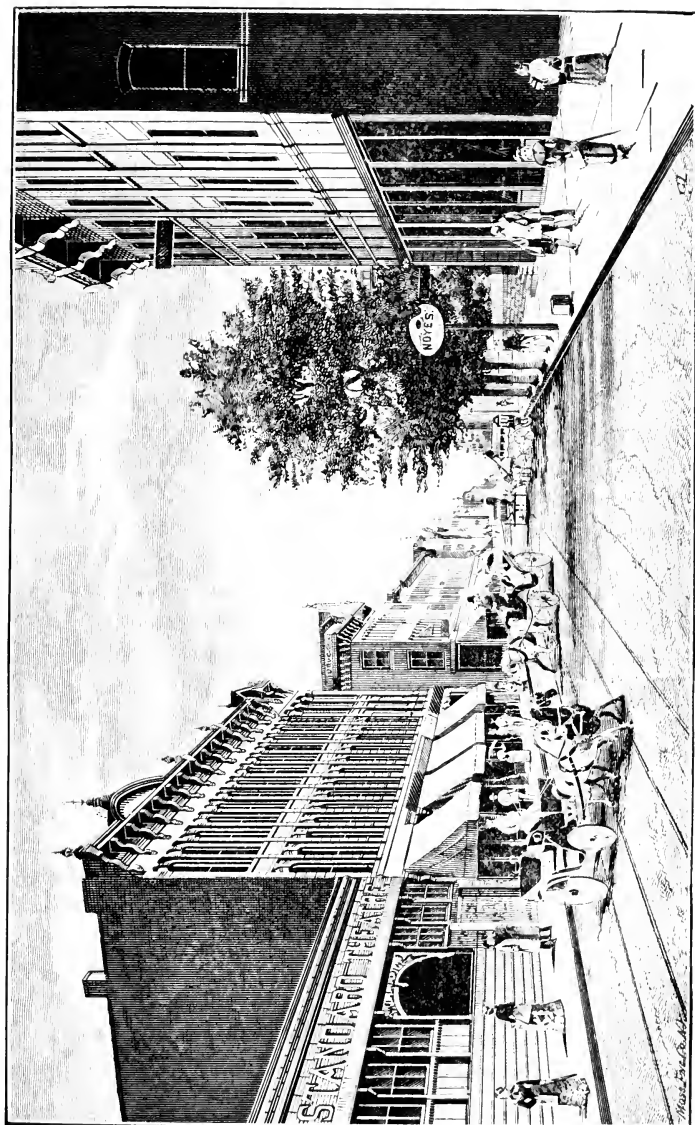


of the Democratic press. The *Herald's* editor, Mr. M. M. Ham, has been for a number of years the Iowa member of the Democratic National Committee, of which body he is one of the Executive Committee. The *Herald* has a large circulation in Northeastern and Northern Iowa. It has been the most prosperous of Dubuque papers. Its office, a large four-story building, is on Locust and Sixth Streets. The *Herald* celebrated

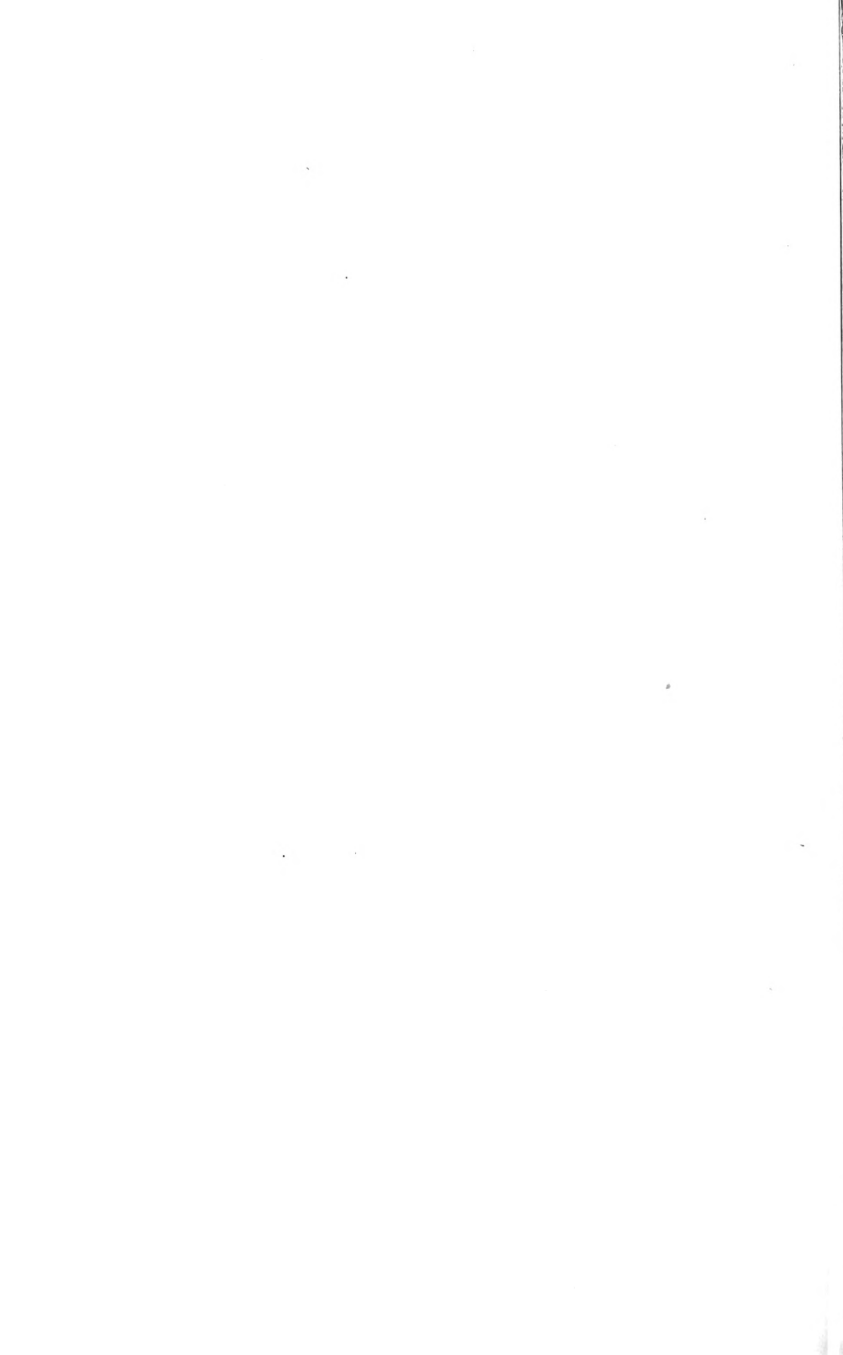
the semi-centennial of its founding on May 11, 1886. It is the lineal descendent of the Du Buque *Visitor*, first issued May 11, 1836, when the city was but three years old and still a part of Michigan Territory. The *Visitor* was founded by John King and Wm. Carey Jones. Its editor was Mr. King, afterwards Chief Justice of the Territory, and for many years a prominent citizen of Dubuque. Mr. Jones, the publisher, afterwards removed to New Orleans, where he married a daughter of Senator Thomas H. Benton, moved to California and became a leading lawyer. The paper these two pioneers founded went through several changes of name at new proprietorship or consolidation, as, *Iowa News* in 1837, *Miners' Express* in 1841, *Express and Herald* in 1854, and the *Dubuque Herald* in 1859. Up to 1865 there were quite a number of changes in proprietors and editors. Among them were many prominent and well known men. Besides Judge King there were Col. Wm. H. Merritt, of the First Iowa Infantry, now Postmaster at Des Moines; the late Judge David S. Wilson, Colonel of the Sixth Iowa Cavalry; the late Judge George Greene, of Cedar Rapids; the late Hon. D. A. Mahony; the late Col. J. B. Dorr, of the Eighth Iowa Cavalry; Hon. Stilson Hutchins, of the *Washington Post*, the late Hon. Patrick Robb, Hon. F. M. Ziebach, of Dakota, and others. Since January 13, 1865, the *Herald* has been owned and conducted by M. M. Ham and D. D. W. Carver. In the years succeeding the war the *Herald* grew more rapidly than at any other period in its existence. It speedily outgrew its quarters, although an addition was made to the building, so in 1873 the present large building was erected for its accommodation, being constructed especially for its use. A cut of the *Herald* office is here shown. Its location is the best in the city, opposite Washington Park, and at the same time in the midst of the business portion of the rapidly growing and prosperous city, convenient to Main Street, to the public buildings, to the railroad depots, to the telegraph office, and to everything else. The *Herald* building, which was so large for the business when erected as to cause wonder, is now too cramped, and especially so in the manufacturing department. Every inch is occupied by the constantly increasing business. In its news facilities and mechanical appearance the *Herald* always aims to keep pace with

the improvements in modern journalism. It has many correspondents, and uses the wires and mail freely. The *Herald* press room in the lower story is a model, 50 feet long, 30 wide and 10 high, light, airy and well ventilated. It contains a large Hoe newspaper press and the engine that runs the machinery of the office. The boiler and fuel rooms are separate by themselves from the main building, a great convenience as well as safer. As the whole building is heated by steam there are no fires in it. Next to the press room is the large paper room. The second or street story is occupied by the business or counting room and the large vault for the keeping of valuable papers and records; by the editor's private room, and by the editorial and reportorial rooms. The third story is wholly taken up by the *Herald's* job printing department. The fourth is occupied by the composing room and by the *Herald* bindery. On top of the building is a tall flag staff, from which the Federal Government has obtained permission to display its weather signals, the building being tall and prominent. The *Herald* publishes three editions, Daily, Sunday and Weekly. The first and last have been published for years. The Sunday edition as a specialty was put in a couple of years ago, being larger and more elaborate. It contains a large number of specialties, Washington letters, sporting intelligence, stories, a large amount of interesting miscellaneous reading, much of it especially prepared, besides all the telegraphic, local and general news. The Sunday edition has proved very popular and is rapidly increasing. It is pronounced the best paper ever issued from Dubuque. So too the Weekly edition, which has a large circulation, is especially prepared for its class of readers. Its circulation is wholly in the country among the farmers and it is filled to the brim with reading in which they are interested. The Sunday and Weekly editions are double the size of the Daily. But in point of fact, though large in themselves, the newspaper and its three editions are only a small part of the *Herald* establishment. Its manufacturing department has increased rapidly of late years. In Job Printing, Book Binding, and Blank Books it has built up a large business, which employs quite as many men as does the newspaper. The *Herald's* (or Ham & Carver's) Job Work and Binding is largely of a commercial character, that is it is done for commercial people, railroads, banks, counties, insurance companies, merchants and the like, and its excellence is what has secured its high reputation.

The Dubuque Times.—Was established in 1856, and is the only Republican daily paper in Northeastern Iowa. Its Daily and Weekly issues rank in circulation and influence foremost among the newspapers of Iowa. *The Times* has always been a strong supporter of the principles of true Republicanism, and the doctrine of equal and exact rights to all men. Its policy is strongly aggressive, and in every political canvas it is always found at the front, valiantly upholding the principles it professes to espouse. It has encountered many vicissitudes and changes of ownership, but it has never once changed its politics. In the earlier years of its existence it was the property of politicians whose aim was to further their own personal ambitions, rather than to build up a strong and successful newspaper. Its business success was made secondary to the political success of its owners. During the past three or four years an improvement in this respect has been gradually going on. The change was necessarily slow, but it has been working its way along, until to-day we find it enjoying a success far greater than at any previous period in its history. During the past few months *The Times* has added largely to its circulation and business. Its columns contain more home advertisements than all the other Dubuque dailies combined. It refuses to admit patent medicine and other foreign advertisements into its columns, except at rates largely in excess of



VIEW OF MAIN STREET LOOKING SOUTH FROM TENTH.



the regular rates demanded of home advertisers. The present success of *The Times*—a success almost phenomenal—is due partially to the inauguration of an improved business policy, and partially to the fact that it is thoroughly independent of any political faction, and that it takes high and advanced ground upon all public questions. It is in no sense the organ of any man or clique. It places the success of the Republican party far above the gratification of any man's political ambition, and aims to be a newspaper in every sense of the word. It is strongly in favor of legislative control of railways and always stands on the side of the people in the contest against railway exactions of every nature. It is the firm and unfaltering friend of the Union soldier and favors the enactment of liberal pension laws. In short, it is an aggressive, fearless public journal, always aiming to lead in public thought and expression. In local matters it is particularly valiant in its efforts to upbuild the City of Dubuque. It was the first paper in the city to advocate the formation of the present prosperous Board of Trade, of which Dubuque has every reason to feel proud. It is a strong advocate of the policy of patronizing home industries, and of building up home interests. This policy has done much to popularize it with the business men of Dubuque, who show their appreciation by a large and liberal patronage. Its job department is admirably equipped for all kinds of letter press printing, either book, catalogue or office stationary. Its presses are kept busy all the time. The machinery of the office is propelled by a seven horse power Otto Gas Engine, the only one to be found in the newspaper offices of Dubuque. *The Times* gives constant employment to nearly forty persons, and its pay roll alone exceeds \$2,000 per month. *The Times* is controlled, as it always has been, by a stock company. Its officers are: President, M. M. Walker; Secretary and Treasurer, C. T. Bush; General Business Manager, W. S. Wescott. B. W. Blanchard has charge of its editorial columns. M. D. Nagle is City Editor and F. H. Carberry, Commercial Editor. In addition to these it has a corps of over fifty regular correspondents.

The Telegraph-Democrat.—In June, 1870, it became apparent to Mr. S. D. Rich that there was a field in Dubuque for an evening paper, which had then been without one for eight years, and on the 6th of the following month he issued the



first number of the *Telegraph*, in a four-page six-column form. Subsequently he sold the property to General M. M. Trumbull. General Trumbull soon after transferred it to James Hughes, and in the course of a couple of months Mr. Hughes disposed of it to a stock company, of which the late D. A. Mahony, in his day the ablest political writer in Iowa, was the chief. The remaining stockholders eventually sold out to Mr. M. Brady, and for a time the *Telegraph* enjoyed a season of unprecedented prosperity under Mahony & Brady. The latter gentleman withdrew from the partnership in 1873 and Mr. Mahony conducted the paper alone up to the time of his death in 1879. About two years after his death Mrs. Mahony, who had been managing it in the meantime, formed

a partnership with Mr. P. J. Quigley, who had been the clerk of the courts for ten years. Eighteen months later Mr. Quigley sold out to Mr. H. A. Schunk, then the city treasurer; and in the fall of 1883 Mr. Schunk disposed of his interest to Mr. Martin Kane, ex-city recorder. On the 1st of January, 1885, the Dubuque Printing Company, an organization composed of experienced business men, was formed, and this corporation bought both the *Telegraph* and *Democrat*—the latter an evening daily started in 1882—and consolidated them. Mr. P. J. Quigley, formerly one of the proprietors of the *Telegraph*, was made the business manager, and the affairs of the new enterprise have since been and now are under his direction. The consolidation gave to the *Telegraph* a circulation such as no journal, morning or evening, ever published in Dubuque, had before enjoyed, and special and successful efforts have been since made to increase this. The daily city circulation of the *Telegraph-Democrat* is to-day three times that of any other daily published in Dubuque, and greater than the circulation of any other evening paper in the state. Four canvassers are daily adding to its subscription list, and it is, therefore, experiencing a "boom" which is not only profitable and gratifying to its proprietors, but which should commend the *Telegraph-Democrat* to the consideration of all advertisers.

Dubuque National Demokrat.—This paper is one of the oldest of the state, having been established in 1856 by its present owner and editor, F. A. Gniffke, under whose management it has remained ever since. It is published weekly, every Thursday, in the German language, and as it is the only non-sectarian general newspaper of the kind in the city and county, nearly two-fifths of whose population consists of persons born in Germany and their children, its local circulation is especially large while it is also good in adjoining counties in Iowa and Wisconsin, a fact which seems to be duly appreciated by business men who wish to reach the class of people whom it represents.

The Industrial Leader.—Is a weekly newspaper established Sept. 20, 1886, by a stock company and is published every Saturday by the Knights of Labor Co-Operative Publishing Co., John Stafford, president, and E. P. Lange, secretary, with Frank J. Sheridan as managing editor. The *Industrial Leader* is the organ of the Knights of Labor in Iowa and pronounced by Labor leaders everywhere to be the best Labor paper in the west. T. V. Powderly, the General Master Workman of the order, in the official journal, recommends the *Industrial Leader* as a paper that should be supported and read by Knights of Labor. It is a clean, handsome, sheet, all the matter contained in its pages being composed and printed in the office and is not a "patent insider." Its largest circulation is in the city and issues at this date, September, three thousand copies.

The Dubuque Independent.—Was established as a weekly newspaper and its first number issued May 21, 1881. Its founders were John Smith, George Bechtel and Walter Thurtell, the latter of whom afterwards purchased the interest held by his partners. In 1887 the Dubuque Independent Company was organized for the purpose of continuing its publication and on the 1st of September this company also began the publication of a daily evening edition. The weekly *Independent* is a six-column quarto, the daily a four-column folio. Both are independent in politics. Price of the weekly, \$1.50 per year; of the daily, one cent per copy. The directors are Frank E. Ormsby and Walter Thurtell.

Der Presbyterianer.—Established in 1856, at Alleghany City, Pa., and moved to Dubuque about 1860, owing to the large number of German Presbyterians coming west, in whose interest it is now published. It is edited by the German Presbyterian ministry.

Dubuque Academy of Music.—Eagle Building, corner of Main and Ninth Street. Few cities in the country are more highly favored in the way of facilities afforded for obtaining a correct musical education, than is Dubuque. This Academy of Music was established in 1880, by Miss Charilla R. Hamblin. It was under her management until June, 1887, when she was succeeded by Miss Rosa L. Kerr and Miss Anna M. Platt, under whose direction the departments of Piano, Organ and Harmony are now conducted, the Vocal department being in charge of Mr. B. F. Peters. Over twelve hundred pupils have received instruction in the various departments of this well-known and reputable institution. The thoroughness and efficacy of the methods, and the high and accurate knowledge of the instructors in this fine art, commends the Academy of Music to its very large and constantly increasing patronage. Mr. B. F. Peters is the director of the large chorus choir of the Main Street M. E. Church. He was the projector and is now the director of the Dubuque May Music Festival Association. As a Vocalist and Voice-Trainer he has not his superior. For five years prior to his connection with the Academy, he was a music teacher in Indianapolis and superintendent of Music Teaching in the public schools at Muncie, Ind. Miss Rosa L. Kerr is a thorough musician and pianist. She ranks high in the musical profession, having been a pupil of Dr. Oscar Paul, of Leipzig, Germany. Received instructions also from Professors Muller, Hartung and Weimar, of Germany, and Emil Liebling, of Chicago, Ill. Prior to Miss Kerr's advent in this city, she had charge of the musical department of Granville Female College, Granville, Ohio. Miss Anna M. Platt was a pupil of Otto Singer, of Cincinnati, Charles H. Jarvis, of Philadelphia, and Frederick Boscovitz, of Chicago, and for a number of years a most successful piano teacher in Vassar College, and the Misses Grant's Seminary, of Chicago. The methods of instruction pursued at this Academy of Music are those in vogue at the most successful music schools in this country and Europe. As a consequence, the thoroughness of the course given places this institution prominently among the most successful music schools in this country and a deservedly great success has been achieved by the ladies and gentleman in charge.

Dubuque County Bank—Wm. G. Stewart, President; A. Limback, Vice President; C. W. Farwell, Cashier. Banking House 623 Main Street. This enterprising banking institution was opened for business Nov. 24, 1875, with a capital stock of \$50,000. During its existence it has paid its stockholders 108 per cent. At the close of business March 1, 1887, the bank statement showed a surplus of \$15,000, undivided profits \$1,572.50. The actual yearly transactions amount to upwards of \$15,000,000. There are in the employ four efficient accountants. This bank ranks among the largest in the city, having unsurpassed facilities for carrying the accounts of individuals, merchants, manufacturers, corporations and business firms generally, pay special attention to collections, and buy and sell foreign exchange to all parts of Europe. Their trade is local, but also do an extensive business in the rural districts. The directory is composed of business men of high commercial standing. The President, Mr. W. G. Stewart, is a Virginian by birth and education. He came to Dubuque in 1834. Mr. A. Limback, the Vice President, is a resident of Dyersville, Iowa, where he is largely interested in mercantile enterprises. Mr. C. W. Farwell, the Cashier, is a native of this city, a young and energetic business man, eminently fitted for the responsible position he holds. Upon leaving school he accepted a position as bank messenger in 1878, was subsequently elevated to Assistant Cashier, and in February, 1887, was elected Cashier of this bank—a worthy example of energy and efficiency justly rewarded.

Dubuque Rubber and Belting Company.—422 Main Street. Dubuque's Metropolitan development indicates that steady and substantial growth which commands the attention of commercial enterprise all over the country. As one of the special features of this development we may make honorable mention of the Dubuque Rubber and Belting Company, located at 422 Main Street, organized and incorporated under the State laws in 1883, with Mr. Peter Kiene, Sr., President; Mr. Paul Kiene, Secretary and Treasurer. A stock capital of \$25,000 is involved. The business has had a rapid growth since its inception, and under its careful management bids fair to exceed the highest anticipations of its proprietors. This house covers a trade territory embracing the States of Iowa, Illinois, Wisconsin, Minnesota, and Nebraska, and Dakota territory. There are in the employ four experienced salesmen. The annual sales amount to upwards of \$50,000, and are constantly increasing. The stock carried consists mainly of Rubber and Oiled Clothing, Rubber Boots and Shoes, Felt Boots, Rubber and Leather Belting, Hose, Packing, Lace Leather, Smith & Thatcher's Belt Fasteners, etc. The specialty of this house is the manufacture of all kinds of Rubber Stamps. Mr. Peter Kiene is a native of Switzerland. He came to America in 1840 and settled at Galena, Ills., where he worked in the lead mines at that point. Remaining there five years he came to this city and engaged in the Insurance, Loan and Real Estate business, and which he still continues up to this day under the firm name of Peter Kiene & Son. He has held the position of City Marshal of Dubuque, and was four years a member of the City Council, and is a director in the Cascade and Dyersville, Iowa, Banks. The son, Mr. Paul Kiene, is a native of this city, a promising young business man, who has occupied several positions of honor and trust among the merchants of this city, previous to engaging in his present enterprise. This is the largest rubber store in the state. Two experienced salesmen represent the house on the road. Their premises at No. 422 Main Street is 20x115 in dimensions, three stories in height, and completely stocked from cellar to roof. A fine display of their goods is observed in their beautiful plate glass front.

W. P. Allen.—Wholesale and Retail Dealer in Drugs, Paints, Oils, Dye Stuffs, Patent Medicines, etc., No. 256 Main Street. This enterprise was established in 1847 by Mr. Blanchard. In 1851 Mr. W. P. Allen purchased his (Blanchard's) interest, and later on accepted Mr. Hosford into partnership. In 1863 Mr. Allen bought out Mr. Hosford's interest and continued the business as sole proprietor, except for a period of two years, from 1865 to 1867, when Mr. Alex. Young held an interest in the business. Since the latter's withdrawal Mr. Allen has been the sole proprietor. The premises are eligibly located at 256 Main Street, in one of the busiest thoroughfares of the city. A three-story substantial brick building, replete with a diversified stock of fine Drugs, Paints, Oils, Dye Stuffs, Patent Medicines, Druggists' Sundries, Artists' Material, etc. An annual trade is secured aggregating upwards of \$50,000. His specialties are the celebrated Mogul Medicines, Compound Syrup of Blackberry and Mayflower. There are in the employ four efficient salesmen. Mr. Allen gives his personal attention to every detail of this extensive business, and a perfect system prevails in every department of his establishment. He is a Kentuckian by birth and a printer by trade. Upon his arrival in this city in 1844 he engaged in the mining business, which he followed for four years, then entered upon his present business career as druggist in the employ of Dr. Mason. Mr. Allen is a highly gifted business man, an esteemed citizen, widely known throughout this and adjoining States as public spirited and enterprising. His success in business is due to honorable dealing and the adoption of correct methods in the conduct of his affairs.

Christ. A. Voelker.—Retail Dealer in Dry Goods and Clothing; corner of Thirteenth and Clay Streets. This is the oldest Dry Goods house on Clay Street, having been founded by Mr. Voelker in 1873 with a small capital, but to-day is



doing a most thriving business, and promises to become the leading house of its kind in the city. When first organized this house occupied small and humble quarters, but its business increased so rapidly as to require more spacious and commodious premises. Those requirements have resulted in the erection of a fine new two-story brick building of the most modern design and construction, and fully adequate to the wants of the large and increasing business of this popular house. The building contains a double store, with a frontage of 40 feet on Clay Street, and running back on Thirteenth Street to the depth of 100 feet, and provided with a handsome plate glass front and other embellishments of taste and convenience. This house carries a full and complete retail stock of goods, embracing everything in the

line of Dry Goods, among which are Dress Goods, Calicos, Ginghams, Blankets, Comforters, Muslins, Tickings, Denims, Hosiery, etc., and in addition to which are Men's and Boys' Clothing at fabulously low prices, and to all of which may be added a complete stock and full lines of Hats, Caps, and Gents' Furnishing Goods. To carry on this business and to successfully conduct its affairs requires the services of four experienced clerks, and the annual business of the house is \$20,000, with a rapidly increasing patronage both in the city and country. Christ. A. Voelker, by birth a German, emigrated from the "Fatherland" to American shores in 1851, and soon thereafter came to Dubuque, and among other vocations he learned the trade of chair-making, at which he served ten years, previous to the organization of his present flourishing business. Apart from the busy cares of a private life, Mr. Voelker has also found time to serve the public, and among other offices of honor and trust he is now Mayor of the city, and serving his first term, discharging his various duties with that sagacity and far-sightedness which have characterized his whole business career and placed him upon the high road to success.

H. Corrance.—Retail Grocer; corner Thirteenth and Iowa Streets. This enterprise receives prominent mention in THE INDUSTRIES OF DUBUQUE for the reason that for seventeen years, or ever since the date of its establishment, it has stood deservedly high in public estimation and esteem. The annual trade now reaches \$30,000, and the very choicest foreign and domestic Fruits, Teas, Coffees and Spices, Provisions, Flour and Feed, are constantly carried in stock. The highest price is paid by the house for produce. H. Corrance has resided in Dubuque since 1863. He is a native of Scotland, and previous to going into business for himself he was clerking.

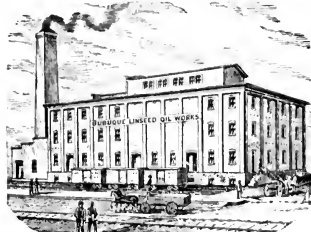
M. M. Walker & Company.—Produce Commission Merchants; 242 to 248 Main Street, Dubuque, Iowa; and 106 S. Water Street, Chicago, Illinois. Among the important factors in a business community that serve to enhance trade and promote a healthy growth in the general welfare of all classes, we may mention the Commission Business in that connection. Prominent among that class we make special mention of the firm of M. M. Walker & Co., which was established in 1867. Mr. M. M. Walker is the founder of this great house. In 1882 Messrs. D. T. Smith, C. M. Walker and C. C. Taft were admitted to partnership. A more substantial and reliable combination of business sagacity and probity could not be conceived. Their trade is immense, and embraces the territory of Iowa, Minnesota, Wisconsin and Illinois, and is constantly increasing in volume. The reputation of this house for fair dealing and liberal business methods has no superior in the country. It controls a larger business than any other similar establishment in the State of Iowa. Besides its local office and warehouses, at Nos. 242 to 248 Main Street, in this city, which are ample for all practical purposes, having a frontage of sixty-five feet on Main Street, extending to the alley 115 feet, two stories in height; and to facilitate their rapidly increasing business, a large addition was erected recently, they also possess superior Cold Storage facilities—a building on Iowa Street, four stories high, 36x113 feet in dimensions. They have a branch office in Chicago, at No. 106 S. Water Street, under the management of Mr. C. M. Walker, and contemplate establishing others elsewhere. They control the entire fruit trade of Northern Iowa. Their specialty in Oranges and Lemons, which was comparatively small at the outset, has grown to upwards of 3000 boxes per month. They also deal extensively in Eggs and Butter. There are in the employ fifteen people, three of whom are representing the house in the trade territory. Mr. M. M. Walker, the senior of this mammoth house, is a Vermonter by birth. He has been a resident of this city thirty years, and is held in high esteem as a public spirited citizen. He has been City Alderman, and is prominently connected with many important local enterprises. Col. D. T. Smith, who is also a native of the Green Mountain State, has been a resident of this city twenty years. Previous to his present connection with the firm he kept books for M. M. Walker. Mr. C. M. Walker is to the manor born, and has had many years experience as general contractor. Mr. C. C. Taft is from Vermont, was also a clerk in the employ of Mr. M. M. Walker, who diligently noted the adaptability of those whom he employed, and rewarded them according to their merit. The success achieved by this house is due to the remarkable business tact and sound judgment of the senior partner, supplemented by the wise council and careful management of his associates in business.

J. H. Giesey.—Manufacturer and Repairer of Wagons, Buggies, etc, Eighth Street, between Iowa and Clay Streets. This business was originally established a number of years ago by Mr. John Pickup, who conducted it until July 1st of the present year, when it was purchased by Mr. J. H. Giesey, a gentleman of long and practical experience in every department of the carriage making business. The establishment is completely equipped with all the necessary plant and appliances adapted to the requirements of the business, and a full force of employes assist Mr. Giesey in the manufacture of Wagons, Buggies, etc., a specialty being made of Platform and Spring Wagons. Mr. Giesey is an old resident of Dubuque and is well-known as a thoroughly reliable man who understands his business, and since embarking for himself he has enjoyed a large patronage which is steadily growing; and he is prepared at all times to fill orders for the manufacture of Wagons, Buggies, etc., in a prompt and satisfactory manner. A specialty is made of repairing and painting vehicles, and in each department this establishment is not excelled by any in the city.

Lafin & Rand Powder Company.—Dubuque Branch; R. H. Collier, Manager; 330 Main Street. The headquarters of this great industry is located in New York City. The company has for its officers Messrs. Sol. Turck, President; Edward Greene, Treasurer, and A. W. Higgins, Secretary, all residents of New York City, and branch offices located at St. Louis, Chicago, Dubuque, Buffalo, Baltimore, Pittsburgh, Cincinnati, Philadelphia, Denver, and agencies at all the principal points in the United States. This branch office is under the efficient direction of Mr. R. H. Collier, having been established by Mr. Sol. Turck in 1856. The company was organized under the firm name of Lafin, Smith & Co., and in 1869 assumed its present corporate name of Lafin & Rand Powder Company. The capital involved in the business amounts to \$1,000,000, and the trade extends all over the United States. Their powder mills are located in various parts of the Eastern States and magazines in every part of the country, thereby aiming to supply with ease mining districts and public works in progress or in prospect. The product of these mills and factories are Gun Powder, High Explosives, Fuses, and Electric Blasting Apparatus. Mr. R. H. Collier succeeded Mr. Sol. Turck, the founder of this branch, in 1872, as manager. He has in the employ four experienced assistants, and from his depot a trade territory is covered embracing Iowa, Wisconsin, Minnesota, Nebraska and Dakota, with a steadily increasing volume of business in that and adjacent territory. Mr. Collier is a Scotsman by birth, has been upwards of thirty years in America, and about that period has been engaged with the present enterprise in this city. He is Vice President of the Norwegian Plow Company, also Director in the First National Bank of Dubuque, and besides attending to the affairs of the Lafin & Rand Powder Company in a thoroughly efficient manner and to the entire satisfaction of his principals, takes an especial interest in every measure that is put forth for the material development of the city of his adoption. He stands high in commercial circles and is an esteemed citizen of the Key City.

E. H. Dickinson.—Manufacturer of Paper Boxes; First and Main Streets. This is essentially a representative industry, as the use of paper boxes has become an absolute necessity in trade. Formerly the supply was obtained from Eastern manufacturers, but as our Western commercial marts develop, so every useful article needed is gradually introduced by enterprising men, to meet the demand. We have now under special notice an enterprise that was established in 1876 by Mr. E. H. Dickinson, for the manufacture of Paper Boxes. Mr. Dickinson is also sole agent for the Chicago Manilla Paper Works, whose product he handles largely, which consists of the celebrated "King" Oyster and Ice Cream Buckets, and a stock of these goods can always be found in this establishment. This establishment was first located at Ninth and Main Streets, removing subsequently to Fourth and Main Streets, and finally to its present location at the corner of First and Main Streets, in order to facilitate the rapid expansion of trade which now covers the territory embraced in Iowa, Minnesota, Illinois, Wisconsin, Nebraska and Dakota. This is unquestionably the largest establishment of its kind in the State of Iowa. It is completely equipped with all necessary modern appliances and machinery. The work executed at this factory is not excelled by any similar concern in the country. Mr. Dickinson is a native of New Hampshire, came to Dubuque in 1845, was previously engaged in keeping Hotel—the Tremont House. There is an ample force of experienced hands employed, so that large consumers can be supplied, and orders from such are especially solicited. The business is steadily increasing from year to year and promises becoming an important industry of the city. Mr. Dickinson's business methods are strictly honorable. His success is due to care and promptness in the execution of all orders.

Dubuque Linseed Oil Company.—Jacob Rich, President; John H. Lull, Vice President; C. E. Hetherington, Secretary and Treasurer; Southwest corner Ninth and Jackson Streets. This well known company was established in 1881 under



its present cognomen and incorporated during the same year, involving a capital of \$100,000. The company's works, or main building, is a large and commodious three-story structure, with a frontage of 90 feet on Ninth Street with 154 feet on Jackson, and within its capacious walls are all the different implements, machinery and apparatus for the grinding of the seed and its conversion into oil, whence it is either barreled or stowed away into large tanks of 200,000 gallons capacity. The machinery is driven by an engine of eighty horse power and is one of the most modern in use, and it is the most thoroughly finished of any Linseed Oil Works west of the Mississippi River, and a force of fifteen men is constantly employed in this establishment. As a test of the large amount of business done by these works, 650 bushels of flax seed are daily consumed in the manufacture of oil, or nearly 200,000 bushels annually. The articles produced by the Dubuque Linseed Oil Company are confined to two, viz.: Genuine Linseed Oil and Oil Cake. The former is used largely in painting and in a limited extent only in medicine and the arts, while Oil Cake is ground into meal and much sought by farmers and stock growers for fattening purposes, one pound of it being equal to three of corn, nine of wheat bran, or ten of hay. By chemical analysis its proteine factors are found to be nearly the same as is found in peas or beans, and richer in oil than any species of grain cultivated. In brief, this article excels any other in giving symmetrical roundness to animals and giving them a sleek, vigorous and healthy condition, and these products find a ready market among the husbandmen and stock growers of the great Northwest. Jacob Rich, the President of this mammoth establishment, is a business man of the strongest and deepest type, having been born in the State of New York and received his business experience in the East. He has also been a journalist, in which capacity he gained an enviable reputation; but his business tact and energy prevailed, and throwing down the pen and scissors he came to this city in 1870, since which his interests have been linked with those of the growing industries of the place, being Vice President of the Dubuque Linseed Oil Paint Company, a large firm situated near the Dubuque Linseed Oil Company's works. J. H. Lull, Vice President, has resided in Dubuque since 1856, and is possessed of a vigorous business spirit, and he infuses the same into the character of this famous establishment. He is also President of the Dubuque Linseed Oil Paint Company. C. E. Hetherington is also an old resident of Dubuque, and now serves the interest of the company in a superior manner as their worthy Secretary and Treasurer, as he also has at different periods acted in various business capacities. Productive of such an industry, the manufactures of this company are exported even to Europe, while the bulk of trade is scattered throughout the States of Iowa, Illinois and Wisconsin, and as a specialty the Oil Cake finds a favorite market in Philadelphia, New York and Boston, and the growing popularity of the company places it pre-eminently above that of any similar institution in Iowa, if not in the Northwest.

Dubuque Linseed Oil Paint Co.—Jno. H. Lull, President; Jacob Rich, Vice President; George L. Torbert, Secretary and Treasurer; Northwest corner

Ninth and Jackson Streets. An establishment, of a little younger growth, but possessing the vigor of the older house across the way, is the Dubuque Linseed Oil Paint Company, which was incorporated in 1882, with a capital of \$35,000. The officers of this company being connected with that of the Dubuque Linseed Oil Company, although separate institutions, this enterprising establishment is characterized by the same business tact and energy as its progenitor. It is the only house of its kind in the city, and does a very extensive business, manufacturing about 1000 gallons of paints per day, its principal object being to furnish the market with absolutely pure ready mixed paints. The main building of the works is a large four story structure, with cellar, 40x100 feet; a twenty-five horse power steam engine furnishes the required motive power, while a full force of employes is kept busy about the works, and the sales of the company's goods, during the last five years, aggregate 260,000 gallons of Mixed Paints. The paints of the company are extensively sold in the States of Iowa, Illinois, Wisconsin, Minnesota, Dakota Nebraska, Missouri, Kansas and Texas, and are constantly growing in popularity. Mr. Jno. H. Lull, the able and efficient President, is also Vice President of the Dubuque Linseed Oil Company, and a resident of Dubuque for a long time, and largely interested in the growing interests of the city. Jacob Rich, the Vice President of the company, is also the President of the Dubuque Linseed Oil Co. before mentioned, while Geo. L. Torbert, the Secretary and Treasurer of the company has been a resident of Dubuque since 1855, and is at present the efficient President of the Iowa Trust and Savings Bank, one of the staunchest organizations in the city. The character of the products of this establishment has established a reputation which cannot do less than increase their growing popularity and establish the fact, beyond a precedent, that this house is the largest of its kind in the State of Iowa, and possibly in the Northwest.

Doherty & Rischatsch.—Wholesale Fruits and Oysters, Commission Merchants; 287 and 291 Main Street, and 170 Third Street. We have now under our notice one of the most important representative industries of this city. Important because of the growing demand for the luxuries of the table in a refined community and representative on account of the enterprise and commercial standing of the gentlemen constituting the firm. This business was established in 1885 by Messrs. P. F. Doherty and E. J. Rischatsch. They deal wholesale in Foreign and Domestic Fruits and Oysters. Of the former they handle largely Porter Bros. California Fruits; of the latter they carry, in season, an ample supply of A. Booth's and George Edmunds' Celebrated Oysters. They are also sole agents for the sale of Barrett & Barrett's renowned Cider. The trade of this house extends through the States of Iowa Wisconsin, Minnesota, Illinois, and the territory of Dakota. They also do an extensive commission business in Provisions, Country Produce, etc., their specialty being Fruits and Oysters. There are eight men in the employ. The warehouses are conveniently located for the receipt and shipment of goods by rail or water, having ample storage room, the dimensions being each 50x100 feet, and a salesroom 25x100 feet, supplied with cold storage facilities for perishable goods. Mr. Doherty is a native of Ireland, and came to this country thirty years ago, making Dubuque his home. Mr. Rischatsch is a native of Wisconsin. He was formerly traveling salesman for the wholesale house of Wm. Lawther, and a resident of this city for upwards of thirty years. The business of this house has met with unprecedented expansion since its opening two years ago—the result of care in the direction of its affairs and the adoption of honorable business methods in all its dealings.

Second National Bank of Dubuque.—With a capital of \$200,000.00 and a surplus of \$30,000.00 was organized in 1876, the stock of the bank being held principally by citizens of Dubuque. The fact that the business of the bank is chiefly with home merchants and manufacturers, indicates the trust and confidence placed in the bank and its management by those who, from constant intercourse with the bank, are best able to judge of its merits. Its affairs are conducted with ability and enterprise by the officers—Geo. B. Burch, President; W. P. Large, Vice President, and J. K. Deming, Cashier. One sure indication of the stability and prosperity of the bank is shown in the character of its Board of Directors, all of whom are actively engaged in promoting the welfare of the institution. W. P. Large, of Large & Amsden, wholesale Boots and Shoes, also Vice President of the Dubuque Cattle Co., and of the Bank; John Bell, President of the German Trust and Savings Bank and Treasurer of the Dubuque N. W. R. R. Co.; Geo. B. Burch, President of the Second National Bank, of the Norwegian Plow Co., of the Necedah Lumber Co., of the Dunleith and Dubuque Bridge Co., of the D. & N. W. R. R. Co., and Treasurer of the Reliance Mutual Insurance Co.; Wm. L. Rradley, Capitalist and Real Estate Broker; Geo. L. Torbert, President of the Iowa Trust and Savings Bank; John H. Lull, Capitalist and Insurance Agent; W. H. Day, President of the Standard Lumber Co., and of the Reliance Mutual Insurance Co.; Geo. B. Provost, Capitalist; H. B. Glover, of H. B. Glover & Co., Wholesale Notions; G. M. Staples, Physician; J. K. Deming, Cashier. These names, with the various enterprises with which they are connected, have placed the Second National Bank in the front rank of the banking institutions of Iowa.

J. F. Steiner & Co.—Wholesale Fancy Goods, Toys, etc.; 552 Main Street. This business is one of the oldest in the city, having been originally established as far back as 1837 by Mr. C. Jackley, by whom it was conducted until 1858, when Messrs. Steiner & Zast succeeded to the business, the firm changing to the present style in 1877. The firm are large direct importers of Fancy Goods, China, Bohemian Glass, Toys, etc., and are manufacturers of and agents for Children's Carriages, Express Wagons, Fishing Tackle, etc., and carry large and completely diversified stocks of five and ten cent counter goods and specialties. The premises occupied embrace a three-story building 22x118 feet in dimensions, and the stock is not exceeded in extent or variety by that of any house similarly engaged in the state of Iowa. At the inception of the business it was carried on as a retail establishment, the wholesale department being added, and in 1883 the firm discontinued the retail department, and since that time have devoted themselves entirely to the wholesale trade, enjoying a large business covering the States of Iowa and Minnesota and the territory of Dakota. A force of six competent and experienced clerks and assistants are employed in the house, and the firm enjoys the confidence and approval of the trade as the merited result of the superior inducements they are prepared to offer, and the uniformly fair and reliable business methods by which all their transactions are characterized.

P. Hughes & Son.—Grocers and Wholesale Dealers in Fruits, Vegetables, etc., No. 583 Main Street. This house, although established a little less than two years ago, occupies a prominent position among the largest grocery enterprises in the city, both as to popularity and high estimation in public favor. The capital stock invested in fresh and desirable Groceries is \$4,000 and the annual sales already reach \$35,000. Patrick Hughes has lived in America forty years. His native country is Ireland. For twenty years he was an efficient officer on the police force of Dubuque. His son, Thomas Hughes, was born in this city.

Jefferson House.—Corner Seventh and White streets. The cuisine of this house, as is well known to the traveling public and every sojourner, is first class in all particulars. Every attention is paid to the comfort of the guests, and the pro-



prietors never fail to please their patrons and invite their good will and recommendation. The hotel ranks as one of the largest in the city. It is a four-story building surmounted by a lantern cupola, centrally and conveniently located, containing fifty-six large and cleanly rooms, well furnished with every necessary appurtenance. Fifteen employes are on the pay-roll, to do the bidding of the guests, and the table is laden with delicacies sufficient to satisfy the most fastidious taste. This is one of the oldest and largest hotels in Dubuque. It is to the efforts of one of the proprietors, Mr. Henry Gehrig, that the house maintains its enviable reputation. It was originally opened in 1856 by Mr. Joseph

Gehrig, deceased, his sons inheriting the estate and continuing the business, with Mr. Henry Gehrig, the eldest, taking charge of the management and following his father's example in the conduct of the affairs of this hostelry. Mr. Henry Gehrig is a native of Dubuque. The father was from Switzerland and came to this city in 1845. He remained here until 1849, when to California he traveled overland. He dug the first cellar in the present city of Sacramento. Returning to Dubuque in 1851 he bought the lots where this hotel now stands. Mr. Gehrig began building the hotel in 1854, completing it in 1856. After renting it for a time he then undertook the conduct of the business himself.

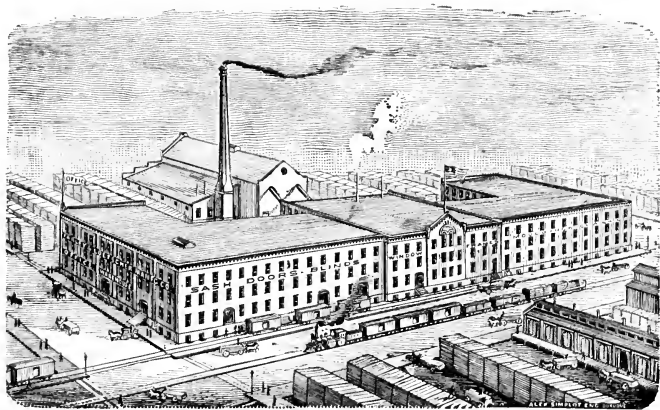
Union Tea Company.—H. D. Kelly, proprietor, 737 Main Street. This business, which was established early in 1885 by the firm of A. A. Low & Bro., was conducted by them until December, 1886, when they were succeeded by Mr. H. D. Kelly, the present proprietor, under whose management and supervision the store has been made the recognized headquarters for good goods in the line of Teas, Coffees and Spices of every description. The stock carried in the establishment is large and thoroughly diversified, and the patronage of the store extends not only to a heavy city trade, but also throughout Dubuque and the surrounding counties. Employment is given to eight experienced and competent clerks and assistants, and great care is taken in the selection of goods, so as to secure the maintenance of the highest standard of quality and the freshness and superiority of the goods. Mr. Kelly, the proprietor of the business, is a native of Ireland, who came to America in 1880, in which year he came to Dubuque, afterwards leaving for Chicago, where he was engaged in business for the Western News Co., wholesale stationery. He returned to Dubuque in 1881, engaging in the stationery business, in which he remained for four years, and then going to St. Joseph College in this city for one year. He afterward accepted the position of city editor for the *Dubuque Herald*, which he held up to the time of his purchase of his present business, prior to which also he was the Dubuque representative for the *St. Louis Globe-Democrat*, the *St. Paul Pioneer-Press*, *Chicago Inter-Ocean*, *Herald* and *Daily News* and other leading journals. He is a man of accurate business knowledge, and by close supervision of every detail of his business is pushing to the front and enjoys a trade not excelled by any establishment in its line in the city. He is now in the 25th year of his age.

George Rath & Company.—Pork Packers and Provision Dealers. Packing House, Clay Street corner Twelfth Street; Slaughter House, corner Sycamore and Sixteenth streets. Mr. George Rath founded this industry in 1869, the firm assuming its present designation in 1882 by the accession to partnerships in the business of Messrs. L. Zust and J. Margadant. There are in the employ a force of from ten to twelve men. The capacity of this packing house is 5,000 hogs and upwards annually. The yearly sales amount to \$40,000 with a steadily increasing demand for their product. The trade is mostly local and extending to adjacent country districts. The premises are conveniently located at the corner of Twelfth and Clay streets, 50x120 feet in dimensions, a substantial, two-story brick building, fully equipped with every available modern means for the proper conduct of the business. The Slaughter House, at the corner of Sixteenth and Sycamore streets, is also a model of perfection in the possession of every facility for killing and dressing purposes. Mr. Geo. Rath has been a resident of Dubuque upwards of forty years, a native of Germany, settled in Dubuque and in conjunction with Mr. J. H. Strobel, went into the Pork Packing and Candle Manufacturing business, previous to engaging in the present industry. Mr. L. Zust has been a resident upwards of thirty-three years and is a native of Switzerland, also settling in Dubuque upon his arrival in America. He was formerly engaged with J. F. Stiner, in the confectionary business. Mr. J. Margadant is a native of this city, his first business venture on his own account being the present enterprise. All the members of this firm are eminently qualified for the business in hand and by strict attention to every detail of their business have met with a deservedly great success.

F. D. Hyde.—Architect and Building Superintendent, Room 6, Bradley Block, Southwest corner Main and Seventh Streets. In a city like Dubuque, where the building interests are among the most important industries, an educated and skilled architect is a prime factor in its development. Mr. F. D. Hyde stands pre-eminent in the profession of architecture here. His reputation as an Architect and Superintendent of Building is widely known all through the Northwest. Previous to establishing himself here he was sixteen years assistant to some of the most prominent architects in the country. Since the inception of his business in this city in 1878, he has furnished the plans for the finest residences of Dubuque, also plans for and superintendence of the Horr Block, St. Cloud Block, Staples and Vibber Block, Bishop Hennessy's Block, and many others. Mr. Hyde has three assistants who are constantly employed on his work. He is an active and accurate business man, controls an annual trade of upwards of \$250,000, and steadily increasing in volume, embracing the city and adjacent States. His methods in design and construction are new and substantial, combining strength utility and elegance. Parties contemplating building would do well to consult Mr. Hyde before placing their orders elsewhere.

Sievers' European Restaurant.—Jake Sievers, proprietor, Nos. 261 to 265 Main Street. It has been the aim and specialty of this house, since its foundation in 1877, to supply their patrons with the choicest viands, palatably cooked and served with all due regard to cleanliness and tidiness. In this they have succeeded admirably, as their many customers will bear testimony. In the employ of the house there are five waiters and experienced cooks. Meals are served at all hours and at reasonable prices. Oysters, Game, Fruits and other delicacies in their season, are on the bill of fare. Jake Sievers is of German nativity. He came to America when quite young and settled first in Cook County, Ill. In 1870 he removed to Dubuque. His restaurant is the oldest in the city.

Farley & Loetscher Manufacturing Company.—Seventh and Jackson Streets. A city like Dubuque, promising rapid development in the building interests, should be proud of an establishment that affords such important facilities to the building industry. Under such circumstances the manufacture of lumber at home is a decided advantage to the community at large, as it gives employment to large forces of intelligent workmen, promotes local industries and retains for the home market vast sums of money which would otherwise go elsewhere. This industry is not only representative of our enterprising city, but is essentially conservative in protecting home trade. We have now under consideration a striking example of what industrial energy will accomplish in a comparatively brief period. The Farley & Loetscher Manufacturing Company (the one in point) had its inception in 1875, and on January 1, 1881, was reorganized and duly incorporated under the State laws with Messrs. J. P. Farley, President; H. L. Stout, Vice President; A. W. Daugherty,



Secretary and Treasurer; and C. Loetscher, Superintendent, for the purpose of manufacturing Doors, Windows, Blinds, Mouldings, Brackets, Stairs and Church Work, and dealing in American and French Plate Window Glass, and Building Paper. A specialty is also made of Hard Wood Furnishings for public buildings, private residences, churches, banks, etc., of which they carry an abundant supply constantly on hand, and manufacture to order on special designs, and contract for same when applied for. This establishment is supplied with the latest improved modern machinery and appliances. A capital of \$200,000 is involved in the enterprise. A 500-horse power engine drives the intricate machinery. A force of 175 workmen is in the employ, at an average weekly pay-roll of \$1,500. The trade is located mostly in the States of Iowa, Illinois, Minnesota, Wisconsin, Kansas, Nebraska, the territory of Dakota and the Southern States. They have an output capacity of one-half million dollars. The annual trade now amounts to upwards of \$300,000 and is steadily increasing in volume. The President, Mr. J. P. Farley, is a pioneer resident of Dubuque and has been identified with many of the important enterprises of the Key City, both industrial and commercial. Mr. H. L. Stout is also an old resident. He is President of The Knapp, Stout & Co. Company (lumber).

Mr. A. W. Daugherty was formerly from Ohio, is Vice President of the Board of Trade, has represented this County in the State Legislature, and has been a resident of this city upwards of fifteen years. Mr. C. Loetscher is a German by birth, has been a resident for many years, and is one of the original promoters of this enterprise. He is the mechanical and architectural genius of the industry—a practical man in the strictest sense of the term. This establishment has the largest plant of any similar concern in the city. Two experienced traveling men represent the house on the road. The building is a four-story substantial brick structure, 100x255 feet in dimensions, recently constructed and perfect in all its appointments. The work turned out is superior in every respect, and the methods adopted by the management in the conduct of its affairs are strictly honorable and have won for the company an enviable reputation in business circles.

A. R. Knights & Co.—Manufacturers and Dealers in Jewelry; Nos. 708 to 714 Main Street. The house of A. R. Knights & Co., established in 1878, is now the largest and most important enterprise of the kind in the State of Iowa, and indeed, their facilities to carry on an extensive and satisfactory business are unsurpassed by any similar concern in the country. The house carries a heavy stock, and employs six of the most skilled clerks and workmen, and control an annual trade of \$60,000. This is rapidly increasing and the territory of their custom growing broader as the true merits of their goods become better known. A. R. Knights is a scientific jeweler of over twenty years valuable experience. He has studied and practiced every branch of the art, but gives particular attention to his optical department, in which line he is a recognized adept. The house are sole agents for the London Optical Company's famous Alaska Crystal Spectacles. Diamonds are another specialty of the trade. A large stock of brilliants are carried which were bought from first hands by experienced buyers. For thirteen years Mr. Knights was with the great house of E. A. Giles & Co., ten years representing them as traveling salesman. When he first began business in Dubuque it was on a much more modest scale than at present. He bought out F. H. Knights' interest, who at first composed the "Co." of the firm, one year after establishment. The growth of the enterprise has been rapid enough to exceed the most sanguine expectations at first indulged in, but this is simply the just and inevitable reward of industry, thrift and honesty.

J. J. Nagle.—General Commission Merchant. Office, No. 4 Levee; Warehouses, Nos. 3 and 4 Levee and 1 and 2 Water Street. A business enterprise which was founded in 1883 has developed a phenomenal trade since its inception. Mr. J. J. Nagle is a native of Dubuque and upon leaving school entered upon his present enterprise which has proved a decided success. His premises are eligibly located on Levee and Water streets, being 22x115 feet in dimensions, three stories in height, having a storage capacity of 325,000 bushels. There are twenty men in the employ upon an average weekly pay-roll of \$200.00. The trade amounts to \$200,000.00 annually and embraces the territory of Iowa, Minnesota, Illinois and Wisconsin. Mr. Nagle's establishment possesses every facility and convenience for the expeditions receipt and shipment of goods. Besides a General Commission business he deals extensively in Grain, Flour, Feed, Fruits, Seeds, Wool, Baled Hay, Dressed Hogs, Cement, Stoneware, Barlaps, Centals, Twine, etc. A perfect system prevails all through his extensive establishment. His success is due to diligence and consummate skill in the conduct of his affairs, supplemented by the strictest integrity in all his dealings.

First National Bank.—Judge D. N. Cooley, President; C. H. Eighmey, Vice President; O. E. Guernsey, Cashier; corner Main and Fifth Streets. There is no branch of commercial interest so essential to the prosperity of a city and community at large as to have the leading bank occupy a position of high repute, holding steadfast the confidence and patronage of all circles. As a fitting illustration of just this state of affairs we may unhesitatingly call the attention of the reader to the First National Bank of this city. The bank was founded in 1863 with a capital stock of \$200,000. It is the largest banking institution in the city and does an extensive business with the leading jobbers, wholesale dealers, etc. Eleven competent clerks are in the employ and the management is perfect and all that could be expected from officers and directors, who control leading positions of public trust and who number among our wealthiest business men. The statement made August 1, 1887, showed deposits to the amount of \$758,707.15, and a surplus fund of \$65,000. Judge D. N. Cooley was elected President in 1871, C. H. Eighmey was elected Cashier the same year, and in 1885 he was elected Vice President. At this time O. E. Guernsey entered upon the duties of Cashier. The former gentleman is a native of Vermont. He took up his residence in Dubuque as early as 1854 and began the practice of law. He is an able lawyer and has represented Dubuque County in the State Senate. Vice President Eighmey is intimately identified with some of the foremost enterprises and organizations of Dubuque. He is a lawyer by profession, a native of New York State, but a resident of this city since 1848. Mr. Eighmey is President of the Westphal-Hinds Hardware Company, President of the Dubuque Board of Trade, Director in various industries, and ex-President of the Norwegian Plow Company. O. E. Guernsey was born and raised in Janesville, Wis., and came to Dubuque in 1871 and took the position of Assistant Cashier in the bank. From the position of Assistant Cashier he has energetically worked himself up to his present high position of trust. Mr. Guernsey was one of the originators of the Dubuque Building and Loan Association and the People's Building and Loan Association; was five years Treasurer of one and is the present Treasurer of the other, and is now the President of the Chamberlain Plow Company.

Northwestern Vinegar Works.—Factory on Eagle Point Avenue and Valeria Street, James Cushing, Proprietor. This large and extensive house was established by Mr. Cushing in 1863, who now has a capital of \$40,000 invested. The plant, together with warehouse and stock building, covers two acres of city lots, while the factory alone has a ground area of 92,000 square feet. It is a commodious brick structure with the main portion four stories in height with three-story wings, and being situated upon the bluff, affords three ground floors. The plant is furnished with the most modern machinery and its facilities first-class in every respect, being not excelled, if equaled, in the United States, as it has an annual manufacturing capacity of 20,000 barrels, and when running to its full extent its annual business is from \$75,000 to \$100,000. Mr. Cushing's goods have a national reputation, being distributed through the states of Iowa, Illinois, Wisconsin, Minnesota, Dakota and Nebraska. He employs a large force, some of which are travelling men, and his trade is annually increasing. In addition to his vinegar industry he owns an extensive dairy, giving employment to several men and two delivery wagons, and his complete weekly pay-roll is \$200. Mr. Cushing is an enterprising and practical citizen and his business interests are a great aid to the growth and wealth of the city.

W. W. Jackson & Co.—(W. W. Jackson and H. E. Greene.)—Wholesale and Retail Dealers in Anthracite and Bituminous Coal; Office 241 Eighth Street, Yard Corner Eighth and Washington Streets. This house ranks among the largest in the city. It was established May 1, 1883, under the name of Jackson & Congar, and during four years exhibited a remarkable and vigorous growth, but for valid reasons on May 13, 1887, Mr. Congar withdrew from the firm, his interests being purchased by W. W. Jackson and H. E. Greene, changing the name of the firm to W. W. Jackson & Co. The firm's office is located at 241 Eighth Street, and their yards are at the corner of Eighth and Washington Streets. It deals wholesale and retail in Anthracite and Bituminous Coal, having, in addition to a heavy city trade, a large patronage in the State of Iowa generally, and also in Minnesota, Dakota and Nebraska, together with a considerable trade in Illinois and Wisconsin. The firm possesses unexcelled facilities for handling and shipment, and is prepared to sell in any desired quantity on the most advantageous terms. Besides being extensive coal dealers, this company has the agency for the celebrated Denslow Steam and Warm Air Combination Heater, one of the most scientific heaters of the age, the principal feature of which is the obtainance through the registers, the heat radiated from the combustion chamber, boiler and steam pipes, all of which is lost in the direct steam heater, and this is the only heater in the world in which the steam pipes are inclosed inside of hot air pipes, and through which perfect ventilation is obtained in every instance. This apparatus has all the attachments of a steam boiler, suitable in size and safe and automatic in its action. It is so simple that a child can attend to it, and everything is subject to easy and regular control, and can be used for either coal or wood; and besides, the apparatus is perfectly dustless, and gas, should it be formed, cannot escape. The heater has already been approved and recommended by some of the most prominent citizens of the country and is fast gaining adherents. This firm being composed of men of business sagacity and influence is rapidly gaining favor, and their methods of dealing, together with their unequalled facilities, place this firm where it rightfully belongs, as one of the foremost in the State.

P. H. Halpin.—Retail Dealer in Staple and Fancy Groceries, Southwest Corner of Jones and Locust Streets. This house was established by Mr. Halpin at 157 South Locust Street in 1868, and continued a successful existence until 1878, when its founder retired from business for a few months, but purchasing property on which was a small frame building on the southwest corner of Jones and Locust streets, stocked it with goods, and thus began the foundation of his present business. The premises are now adorned by an elegant, new, two-story brick structure, erected in 1882, and of ample capacity for the accommodation of his increasing business, using the old building as a warehouse for the storing of his immense stock of goods waiting for display. The store is fully and completely stocked, carrying a full assortment of both Staple and Fancy Groceries, including Teas, Coffees, Spices, Sugars, and Canned Goods of almost endless varieties, besides Candies, Confectionery, Figs, Dates, etc. In special lines his trade in all kinds of Dried Fruits is very extensive and daily enlarging, and, taken together as a business, the house is enjoying an increasing patronage. Mr. Halpin is of Irish parentage, being a true type of Hibernian character, prowess and business capacity, and having emigrated to the United States in 1849 and engaging in any labor considered respectable, worked his way up through different positions to the one that he now occupies, all of which proves what man can do when prompted by industrious and honorable motives and looking forward to self sustenance and the aid of his fellow men.

Denslow & Jackson.—(W. H. Denslow, Patentee ; Geo. C. Jackson.)—Manufacturers of and Dealers in Denslow's Steam and Warm Air Combination Heater ; office 241 Eighth Street, corner Eighth and Main. In this peculiar and inventive age of electricity, steam and other forces of Nature, there is a continual strife among the minds of inventive genius to see who among their number shall stand foremost in the rank and file of the benefactors of the race, as well as to ascertain to whom belongs the highest place upon the "Temple of Fame." In keeping with this idea is presented the merits of an apparatus of utility and comfort, and upon which science has beamed her approving eyes and art has furnished her consummate skill. Commensurate with the power of pleasing the public and of bringing into public notice one of the latest achievements of science, the firm of Denslow & Jackson are now manufacturing "Denslow's Steam and Warm Air Combination Heater," pronounced by scientists and experts in physics to be the best heater in the world, and the only one in which the steam pipes are enclosed inside of those of hot air pipes. This apparatus was patented by W. H. Denslow, January 19, 1886, and again April 19, 1887, and it also bears a Canadian patent, granted April 5, 1886. It has been tested by many eminent men, prominent in business, professional and scientific circles, and in all cases it has won golden opinions. Among the many advantages possessed by this heater over that of any other are: The indirect steam heat and warm air delivered at the register. It has direct self-regulating draft, perfect ventilation and the best grate in the market ; it costs less, when set in position, than steam ; either hard or soft coal can be used, and best wrought iron boiler with water gauge, steam gauge, escape valve and pump for filling the boiler. Many others could be mentioned, but its merits can only be truly appreciated by using. One of these Combination Heaters was placed in the residence of Dr. J. H. Green, of Dubuque, in January last, and he has expressed his highest appreciation and approbation of its heating and economic qualities. Other citizens of this and other cities also give it their unqualified testimonials. In their office, 241 Eighth Street, corner Eighth and Main, is a heater in operation. A careful examination of this heater will convince the most skeptical that it is The Heater for health, comfort and economy. Both Denslow & Jackson are prominent business men and in this enterprise their future success is a foregone conclusion.

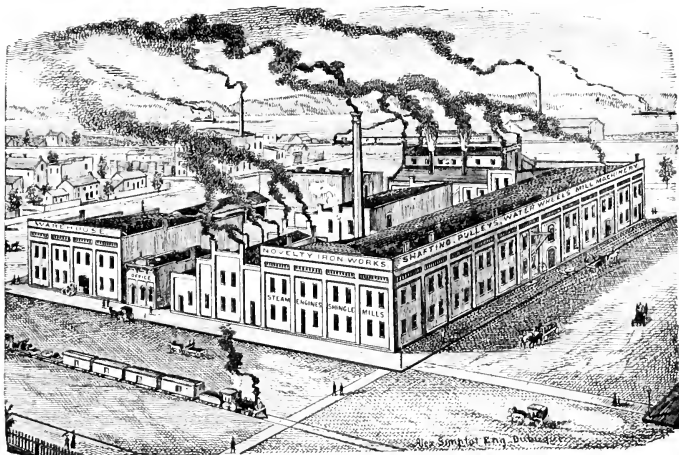
W. H. Morhiser.—Photographer ; Art Studio, 567² Main Street. Among the artistic industries of Dubuque, none is more prominent than that conducted by Mr. Morhiser, who has been established in this city since 1876, prior to which he had been engaged in a similar business at Springfield, Mo., for several years. His studio is equipped with the latest and most improved facilities adapted to photography, and he gives employment to a force of six highly skilled artists, doing a large business, covering the state and all the surrounding country, a specialty being made of Cabinet Photographs, the negatives being retouched by the best artists in Chicago, in which department his work is unsurpassed in excellence. The thoroughness of Mr. Morhiser's knowledge of all the details of the business, and the care taken by him to insure the uniform superiority of all the products of his establishment, have given to this studio a popularity second to none in the city, and as a consequence his patronage has steadily grown from year to year from the inception of the business. Mr. Morhiser is a native of Dubuque and a well-known citizen, and his business career has been characterized by uniform reliability and promptness in in every respect. Instantaneous Photography and all kinds of copying done in the best style of the art.

Dubuque Opera House.—Duncan & Waller, Managers, Northwest corner of Fourth and Main Streets. Dubuque is not wanting in metropolitan luxuries in the way of first-class Dramatic and Scenic Entertainment. Her Opera House, located on the corner of Fourth and Main streets, is a model of perfection in this line. The owners, eight years ago, refurnished and remodeled this establishment in the best style of architectural and scenic arts. It is a three-story and basement building having a frontage on Main street of 60 feet by a depth of 70 feet, the auditorium occupying the same area, 35 feet in height from the second floor to the dome, with 500 opera seats below and 400 in the galleries, making a seating capacity of 900 people. A perfect system of ventilation and easy exit is had, an ample stage which is, in dimensions, 64x34 feet, 18 feet to the grooves, and is completely equipped and every essential modern appliance in stage rigging is at hand, including twenty odd sets of scenery that work like a charm, 28 feet to the rigging loft. This theaterium has been patronized by the most noted dramatic actors of Europe and America, among whom we may mention Ward, Barrett, Januscheck, Mary Anderson, Claxton, Modjeska, Emmett, Maggie Mitchell and Joe Jefferson. Some of the finest dramas have been presented upon its boards as the very best facilities are at hand for the purpose of presenting high art spectacular drama. The building is heated by wood furnace and affords a full audience the most perfect comfort and ease. Mr. Ed. W. Duncan is the managing partner, a gentleman highly gifted in the conduct of the business. Terms to theatrical troupes are made upon a liberal basis, either by rental or on share.

H. F. C. Schneider.—Manufacturing Jeweler and Dealer in Watches, Clocks, Jewelry and Silverware; corner of Main and Eighth Streets. The establishment of Mr. Schneider is a popular one among the citizens of Dubuque, the stock carried being selected with superior judgment and a thorough knowledge of all the details of the business, which the proprietor of the establishment has acquired in a long and busy business career in connection with this industry. Mr. Schneider is a native of Germany and came to America in 1865, settling in Galena, Ill., where he worked at his trade, and afterwards came from Galena to Dubuque, establishing this business in 1881, and from that time to this enjoying a steady increase in the volume of his trade from year to year. He carries a large and completely diversified stock of Watches, Clocks, Jewelry and Silverware, and also carries on the business of manufacturing jewelry, for which his equipment is in every respect first class, and the work turned out at his establishment is not excelled by any concern in the line in the city. Mr. Schneider is thoroughly reliable in all his transactions, and fills all orders in a prompt and satisfactory manner.

F. A. Miller.—Manufacturer of Brooms and Brushes; corner Third and Iowa Streets. Fourteen years ago Mr. Miller established the enterprise under consideration, and the annually increasing sales and great popularity of his goods bear testimony to the success which has been accomplished under the intelligent direction of the proprietor. Mr. Miller has always conducted his business with honor and to the entire satisfaction of his numerous customers among the jobbers of this city, and also throughout Wisconsin, Minnesota and Iowa, where a traveling salesman represents his interests. Eighteen workmen, the majority of whom are skilled in the art, are in his employ and draw salaries aggregating \$140 weekly. The capacity to manufacture is fifty dozen brooms per day, and the annual sales reach upwards of \$25,000. The institution is the largest of the kind in Northern Iowa and a credit to the jobbing trade of Dubuque.

Novelty Iron Works.—C. S. Burt, President; F. Thornely, Superintendent; John Olinger, Secretary and Treasurer; Washington Street, Tenth to Eleventh Streets. The pages of this work are given to a review of the leading industries of Dubuque, and the one which heads this article is given a prominent place because it is prominent, not only among the leading industries of the city, but of the entire West. In fact, the Novelty Iron Works are generally reputed to be among the largest enterprises of the kind west of Chicago. The company was established and



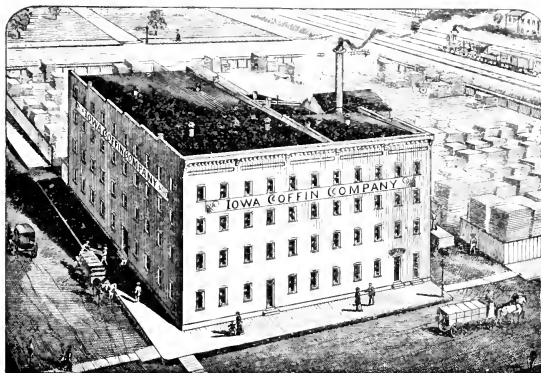
duly incorporated with a capital stock of \$150,000 in 1875. They now give employment to one hundred workmen, on an average pay roll of \$4,000 monthly, and do an annual business of \$175,000. These figures speak for themselves and describe partially the history of a successful company, a company that has an enviable credit and standing in commercial circles. The territory of their trade embraces Iowa, Wisconsin, Illinois, Minnesota, Nebraska and Dakota chiefly, but their goods are also in great demand through the Southern States and all over the country. The house export special machinery and manufacture Stationary and Portable Engines, Saw Mill, Flour Mill and Elevator Machinery; Shafting, Pulleys, Water Wheels, Well Drills, Building Castings, Bridge Work, Iron Fences and House Crestings, General Foundry and Machine Work, Steam Pipe and Fittings, and carry a full stock of Leather, Rubber and Cotton Belting, and Mill Supplies. The buildings occupy the entire block between Tenth and Eleventh Streets, and are fitted out with all the modern tools essential for superior work. The railroad tracks are in proximity to facilitate prompt shipments. President C. S. Burt has been a resident of Dubuque since 1875. He formerly resided in Illinois. Mr. Burt is also President of the Barton Lumber Company, Baton Rouge, La. Superintendent F. Thornely has lived here since 1880. He is a native of Wales. John Olinger, Secretary and Treasurer, came to Dubuque in 1882. These gentlemen are all well known as leading citizens and active business men.

H. F. Brainard.—Portrait Artist; Southwest corner of Eighth and Main Streets. Mr. Brainard established himself in business in Dubuque, in 1885, as a portrait artist, and the highly artistic character of his work has secured for him a merited recognition as the most skillful artist in his line in the State of Iowa, and having no superiors in the country. His elegant studio, situated at the Southwest corner of Eighth and Main Streets, furnishes many superior specimens of the finest workmanship in the art of portraiture, a specialty being made by him of India Ink Life-Size Portraits. Mr. Brainard, who is a native of Chicago, was originally engaged in business as an engraver, but the great success achieved by him in producing portraits remarkable for their fidelity to the natural appearance of the subject, led him to devote his attention wholly to this business, and he afterwards opened a studio at Rockford, Ill., from which place he came to this city. Since establishing himself in Dubuque he has executed the portraits of a large number of the leading citizens, as well as many people residing in other localities. The satisfaction given by the work executed at this studio in every instance has secured for Mr. Brainard a reputation extending far beyond local bounds, and including in its patronage people from all parts of the Union. The work executed by him is done in the highest style of the art, first being sketched in outline, and then completed in India ink, making a clear and distinct picture which will never fade, and which affords a permanent remembrance of its subject. The skill and genius expended upon his work has secured a steadily increasing business for Mr. Brainard, and he has at all times orders ahead. Those desiring a portrait which will be a genuine work of art will find themselves repaid by a visit to his studio, an examination of which will demonstrate that the estimate made of his work in this brief sketch is not overdrawn.

E. L. Reynoldson.—Storage and Commission. Dealer in Grain, Seeds, Wool, etc.; 62, 64, 66, 68 and 70 South Main Street. Mr. Reynoldson established his business in 1863, the firm later becoming Bush, Robinson & Co., and changing in 1883 to its present style. The premises occupied by him embrace a two-story structure, 50x112 feet in dimensions, giving him ample storage facilities. Mr. Reynoldson deals on personal account and on commission in Grain, Seeds, Wool, Baled Hay, Mill Feed, etc., and enjoys a large trade as a consequence of the superior facilities possessed by him for the prompt and satisfactory performance of commission services of all kinds, and the first-class connections enjoyed by him in St. Louis, New Orleans and other leading grain and produce markets. He makes a specialty of Oats and Wheat, which he handles largely, and his thorough knowledge of the markets of the country and every detail of the business, have secured for him the favor of producers and shippers of the state of Iowa and the surrounding country. He gives employment to a force of ten competent assistants, and his business increases steadily from year to year, as a result of the uniform reliability of his methods.

M. Hollenfelz.—Wholesale Liquors, 154 to 168 Sixth Street, between Main and Locust. Mr. Hollenfelz is a native German, having emigrated to Illinois in 1865 and from thence in 1866 to Dubuque, where he engaged in the brewing business until 1867, establishing in 1870 a retail liquor store at his present location but in 1873 modifying to a wholesale business. His bottling works, at the corner of Iowa and Sixth streets, are models of neatness and utility. Here all of their bottling, including Wines, Porter, Ale, etc., is done. The establishment ranks among the foremost of the city, employing sixteen persons, and with an annual total expense of \$20,000. His special lines are first-class Beer, fine Wines and pure Liquors, and his trade is throughout the states of Iowa, Illinois, Wisconsin and Minnesota, with increasing prospects in other states.

Iowa Coffin Company.—John Bell, President; P. J. Lee, Vice President; Joseph Simones, Secretary and Treasurer; Manufacturers of Burial Cases and Caskets, and Dealers in Undertakers' Supplies; corner of Elm and Fifteenth Streets.



This prominent and prosperous corporation was organized in 1882, since which time it has conducted a large and steadily growing business in the manufacture of Wood and Cloth Covered Burial Cases and Caskets, and as jobbers in Undertakers' Supplies. The premises occupied by the company embrace a main

building four stories high, 60x100 feet in dimensions, with an annex 40x40 feet. These premises are completely equipped with all the most modern machinery and appliances adapted to the requirements of the business, and employment is given to a force of forty-five skilled and experienced workmen. A close supervision is maintained over all the operations of the factory to secure the maintenance of the high standard of quality for which its products have acquired a merited celebrity, and a large and completely diversified stock of Undertakers' Supplies of every description is carried. The establishment is the largest in its line west of Chicago, and the company enjoys a business covering the States and Territories of Iowa, Minnesota, Dakota, Nebraska, Kansas, Colorado, Utah, Wyoming, and a part of Wisconsin and Illinois. The President, Mr. John Bell, has been a resident of Dubuque for about forty years, and has long been known as a prominent and representative citizen. Prior to the establishment of this enterprise he was engaged in the wholesale dry goods business. He is also President of the German Trust and Savings Bank, and is largely interested in real estate. Mr. P. J. Lee, Vice President of the company, is also Cashier of the German Bank, and otherwise prominently identified with leading business organizations. Mr. Simones, Secretary and Treasurer of the company, is a man of superior attainments, in whose hands the office affairs of the company are efficiently managed. The ample resources and unsurpassed facilities possessed by the company give it a prominent place among the manufacturing establishments of the west.

Hosford & Gruner.—Real Estate and Insurance Agents; Northwest corner of Eighth and Main Streets. This firm is of recent establishment, having been formed February 1st of the present year, but all the members are business men of long and active experience, the individual members being Messrs. A. W. Hosford, Richard Gruner and A. W. Kemler. They carry on every department of a legitimate real estate business, including the purchase and sale of city and suburban property, collecting rents, looking after property of non-residents, etc., and are also

largely engaged as loan agents, having at all times money to loan in quantities to suit borrowers on first-class real estate security. As insurance agents they represent a large number of the leading and most prosperous corporations, including among fire insurance companies the American Fire, of Philadelphia, with assets of \$2,301,859.00; the Hamburg-Bremen Fire Insurance Co., of Germany, assets, \$1,564,280.00; the Merchants', of Newark, N. J., assets \$1,258,892.00; the Northern Insurance Co., of London, assets \$16,402,580.00; the Hawkeye Insurance Co., of Des Moines, Ia., assets \$709,589.00; the Concordia, of Milwaukee, assets \$523,325.00; the German, of Peoria, Ill., assets \$418,598.00, and others, while in life insurance they represent the Michigan Mutual Life Insurance Co., of Detroit, Mich., having a capital stock of \$250,000.00, assets, \$1,765,333.00, and a surplus as to policy holders of \$305,226.00; also in other branches of insurance they represent the Fidelity and Casualty Accident and Plate Glass Insurance Co., of New York, a corporation of large resources and well-known responsibility. They are also agents for ocean steamship passages, and are prepared to issue tickets upon the leading trans-Atlantic lines. The firm has already built up a large business which is steadily increasing, attending to each department with a close and accurate fidelity, which insures for them the steady increase of the success which has attended their enterprise. Abstracts of titles furnished on short notice.

Byrne Brothers.—Livery Stables, Undertakers and Embalmers, Seventh and Locust Streets. Established in 1878 by the brothers, John N., Joseph T. and F. J. Byrne, this enterprise has met with a decidedly great success. The gentlemen constituting this firm are all natives of Dubuque and alive to the interests of a very large and constantly increasing patronage. Their livery facilities are superior to any similar concern between Chicago and Omaha and St. Louis and St. Paul. The buildings for stabling purposes are 113x124 feet in dimension, on the northeast corner of Seventh and Locust streets, and 50x75 feet in dimension, with basement, on the northwest corner of the same streets. Their Undertaking department is 22x36 feet in dimension. The premises throughout are supplied with every modern convenience. There are seventeen men in their employ upon an average weekly pay-roll of \$166.00. The trade is mainly local and amounts to \$40,000.00 annually with a steady growth as the city increases in population. A stud of fifty fine livery horses and a proportionate number of elegant vehicles, among which may be found Fine Carriages, Top-Buggies, Surreys, etc. Accommodations for boarding horses are first-class, of which they have sixty head. The reputation of these stables for excellent Livery Service and the conduct of Funerals and Embalming is widely known and substantially acknowledged by the large patronage they command.

M. Tschirgi, Jr.—Civil Engineer; Room 5, Bradley Block. With the very essential attributes of a thorough college education, and a long, active experience in civil engineering, M. Tschirgi is counted among the leading, most reliable and successful civil engineers of the State. He is the only one of Dubuque, with the exception of the City Engineer. This office Mr. Tschirgi held for ten years, but resigned May, 1887. He gives employment to three assistants, and devotes his special attention to making plans and surveys for sewerage, water works and city improvements. He graduated from both literary and civil engineering departments of the Michigan University in 1872. The following year he began business in this the city of his adoption. Mr. Tschirgi is the engineer of the High Bridge and many other noble structures stand as monuments to his skill and learning.

World's Industrial Accident Association.—Solon L. Hough, President; Col. George F. Strait, Vice President; M. G. Duncan, Secretary; J. R. Guthrie, Treasurer; Cox Building, corner of Fifth and Main Streets. This popular and prosperous corporation was organized in October, 1886. The recognized stability of those having its affairs in charge, the extent of its resources, and the great advantages offered by its plan of insurance, have already secured for it a membership which guarantees the payment of its highest benefit, \$5,000, in case of death, and which is steadily increasing, not only in the city, but all over the Union. The policy contract of the association is couched in the most liberal terms, and insures against every form of bodily injury produced by accidental means, guaranteeing the payment of the sum insured in case of death in three months, or a weekly indemnity in case of total disability to labor or attend to business. The advantages of the plans of insurance adopted by this association are many. The officers are divested of all control over the benefit fund, the Second National Bank of Dubuque acting as depository for that fund, the money belonging to the members being thereby made absolutely secure and reserved exclusively for the payment of claims for death and weekly indemnity. The association furnishes the advantages and protection of accident insurance by an assessment of its members, making the cost to the individual members trifling, and effecting a saving to the insured of more than half the cost of companies charging a fixed annual premium. The officers and directors of the company are business men of the highest standing, under whose management its affairs are conducted upon safe and conservative methods. Mr. Solon L. Hough, the President of the company, is of the well known firm of Hough & Hardie, is a member of the Board of Trade, and well known as a prominent and representative business man. Col. Strait, Vice President of the company, is a man of superior business attainments, and acts as general agent of the association, in the interests of which he travels. Mr. Duncan, the Secretary, is a well known and experienced underwriter, who has a thorough and practical knowledge of every department of the insurance business, and has greatly aided in the success which the association has so far attained. Dr. J. R. Guthrie, the Treasurer of the association, is also its Medical Director, and is a practicing physician and graduate of the Iowa State University, and a highly esteemed member of the community. Since the organization of the association every claim against it has been paid in full in a prompt and satisfactory manner, and the success which has so far attended its efforts continues as a result of the great benefits conferred, at a minimum cost, by the insurance plans of the association. The association is ably represented in more than half the States in the Union by an efficient corps of agents, but would be pleased to correspond with live men in all localities where not represented.

Co-Operative Supply Co.—Retail Groceries, Flour and Feed, 1321 Clay Street. The business of this enterprising company is conducted by Dennis Cullen, who is Manager, Secretary and Treasurer. The firm was established May 18th, 1887, under the above name. The Manager, Mr. Cullen, has been a resident of Dubuque fifteen years and formerly lived in Dublin, Ireland. Prior to his association with this company he worked as a machinist. In his early youth he worked in the grocery business. The building occupied by the company is 20x70 feet, with plate glass windows and otherwise well calculated for the business. Under the charge of Mr. Cullen the business has increased steadily and rapidly. Their trade is mostly local and country, and while carrying a full and complete stock of goods, they display them to a good advantage. This is the workmen's store, and is a marked credit to the city.

Dubuque Pickling and Vinegar Works.—Wieneke & Hohenadel (Louis F. Wieneke and Peter Hohenadel) Proprietors; White Street, between Fourth and Fifth. Previous to the establishment of this firm, which occurred in 1884, Mr. Wieneke was a moulder, working at his trade in this city, of which he is a native. Mr. Hohenadel is a native of Lansing, Ia., and is also an iron moulder, and removed to Dubuque in 1877, where he has resided periodically until he became interested with Mr. Wieneke, in the manufacture and sale of pickled goods. This enterprise, though having a modest beginning, has developed into one of the growing industries of the city, until it has become not only the largest in the city, but the most extensive in the state of Iowa. The works and store, occupying premises large and commodious, 25x50 feet and 25x110 feet respectively, with three capacious floors, replete with apparatus and machinery of the latest and most approved kinds, and where pointed skill is required nothing is left undone to make the institution complete in all its arrangements. The works have a capacity of 10,000 bushels of pickels and 1,500 barrels of kraut per annum, embracing the pickling of Cucumbers, Tomatoes, etc., the annual value of which is \$35,000, with a weekly pay-roll of \$100. The establishment employs twelve skilled workmen, and to facilitate its business, a complete force of traveling men are employed, while its trade is distributed throughout the States of Iowa, Illinois, Wisconsin, Minnesota and Dakota. Besides the pickling of Vegetables, this house does a large and successful business in packing and pickling Meats, besides in special lines are the different varieties of Mustards, and the house owes its success to the satisfactory manner in which its orders are filled and the fair and accurate methods adopted by its proprietors in all their transactions, meriting thereby the extensive patronage and thankful recognition of the people.

Gieger & Neuwoehner.—(Successors to Dunnebecke Bros.)—Retail Dealers in Boots, Shoes, and Rubber Goods; 1266 Clay Street. The business carried on by the firm of Gieger & Neuwoehner, of which Messrs. O. W. Gieger and H. W. Neuwoehner are the members, was originally established in 1866 by A. Dunnebecke. In 1883 the firm became Dunnebecke Bros., and in 1886 the present firm succeeded to the business. They occupy fine and commodious quarters at 1266 Clay Street, where they have on sale a full stock of Boots, Shoes and Rubber Goods of all descriptions, from the best manufactories in that line both east and west, among which are the celebrated "J. Miller Shoe and Rubber Goods." With a large and increasing city trade, they also have quite an extensive business correspondence in Illinois and Wisconsin. In addition to their regular trade they are also agents for Frederiksen & Co.'s Western Railroad Lands, whose headquarters are at 181 Washington Street, Chicago, Ill., and in which they have an extensive patronage, as they offer superior facilities to those wishing to seek homes in the "Far West." Biographically speaking, the senior member of this firm is a native of Dubuque, having inculcated systematic business methods in his previous experience. H. W. Neuwoehner hails from Germany, from whence he emigrated about seventeen years since, and becoming a resident of Dubuque seven years ago. He was engaged as contractor in the sash, door and blind department of the well known house of Carr, Ryder & Wheeler for four years, after which he was interested in general merchandise up to the formation of the present firm. The affairs of the company are conducted with marked efficiency and with a perfect and accurate system appropriate to the success of an institution founded on purely business principles.

Dubuque Horse Collar and Sweat Pad Factory.—(Paul Hoffman and T. J. Hueckels) 445 White Street. This firm was established in 1885 by Paul Hoffman, who, after about one year's experience, admitted Mr. T. J. Hueckels into partnership July 5th, 1887. And if the establishment had begun a prosperous existence, with the combined financial and executive power now brought to bear upon its business capacities, it took a new flight, and to-day the Dubuque Horse Collar and Sweat Pad Factory ranks among the largest in the state. The company occupies commodious premises at 445 White street, where it is provided with machinery and appliances for turning out first-class work and employing three expert workmen, with a manufacturing capacity of two dozen collars and ten dozen pads per day. These are manufactured not only for the city trade but also throughout the agricultural districts of Dubuque county and extend along the line of the Illinois Central railway to Sioux City. The early life of Mr. Paul Hoffman was spent in Germany, whither he emigrated to the United States with a grandfather in 1868, taking up his residence in Monroe, Wis., from which place he removed to Dubuque in 1875, casting his interests with her people and attending school three years. Leaving the life of a student of letters he began that of his present business, which he faithfully pursued up to the inception of the house two years since. Mr. T. J. Hueckels is a native of Dubuque, and previous to his connection with the house, labored as a blacksmith, thereby acquiring both brain and muscle, and joining forces with his worthy junior, they are upon the high road to success.

G. A. Hoerner.—Retail Dealer in Crockery and Glassware, 1360 Clay Street. Among the business houses situated in the vicinity of the city market, there are none which are more in keeping with that busy mart than the Crockery and Glassware house of G. A. Hoerner. His store, located at 1360 Clay street, is a fine capacious structure, 17x60 feet, having among other attractive features, a plate glass front, and all the conveniences and requirements of a first-class retail crockery house. Upon its shelves in graceful and systematic profusion are almost endless styles and varieties of Crockery, Glassware, Lamps and Lamp Goods, while in various attitudes are displayed Wooden and Willow Ware, etc., together with full lines of Fancy Goods and Notions. G. A. Hoerner has grown up from boyhood in the business interests of the city, having been employed as mail carrier eight and one-half years, after which he became the junior partner in the house of Schroeder & Hoerner, grocers, remaining in this firm until establishing his present house, November, 1885. Since that time his business has steadily increased and the future outlook is very prosperous.

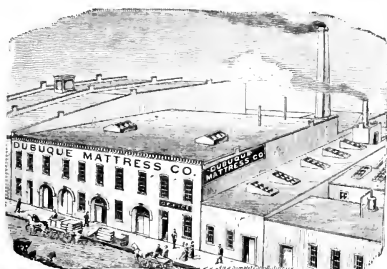
Jos. R. Waring.—General Commission, Grain, Flour, Feed and Mill Stuffs; 366 Sixth Street. The enterprise was established in May, 1884, by Waring & Son, and changed to the present style in 1885. Through the local country, and also through a large northwest territory, Mr. Waring enjoys a large and constantly increasing trade. He has three men in his employ and gives special attention to handling Baled Hay, Feed and Grain, Cheese, Fruit and Produce. These are of the choicest grades and sold at the lowest figures. The methods adopted by Mr. Waring in securing custom has made him many friends. He is a gentleman upon whose word his customers can depend. The annual sales of the house aggregate \$22,000. Mr. Waring is a native of Dubuque, and previous to entering into the present occupation he was engaged as a clerk with the Chicago, Milwaukee & St. Paul, Illinois Central, and the Missouri Pacific Railroad companies. In connection with his commission business he is also extensively interested as a dealer in wool.

N. Jungels.—Dealer in Groceries, Provisions, Crockery, Glass Ware, etc.; 403 and 405 Clay Street, corner of Fourth Street. This business was established in 1876 by the firm of Majerus & Jungels, by whom it was conducted until 1881, when Mr. Jungels bought out Mr. Majerus, and has since conducted the business alone. He carries a large and completely diversified stock of everything in the line of Staple and Fancy Groceries, Provisions, Flour, Feed, Vegetables, Fruits, Fish, Crockery, Stoneware, etc., and great care is taken in selecting the stock to secure the freshest and best, while Mr. Jungels enjoys a large patronage from the people of Dubuque, as well as a thriving business with the farmers in the surrounding country. He is prepared to deliver goods free of charge to any part of the city, and has every facility and convenience for the successful conduct of his business, filling all orders in a prompt and satisfactory manner, and, earning, by his industry and close attention to business, the esteem and confidence of the community. Mr. Jungels, who is a native of Germany, came to the United States twenty-two years ago, and to Dubuque five years later, since which time he has been recognized as a valuable citizen, and has earned a merited prosperity by the reliability of his methods.

J. Dubraks.—Manufacturer of Parlor Furniture, Upholsterer, etc.; 1072 Main Street. This business was originally established by the firm of Steidle & Dubraks, Mr. Dubraks becoming sole proprietor June 17, 1886. He has a large and steadily growing business as a manufacturer of Parlor Furniture, and as an Upholsterer, and carries a full line of Parlor Furnishings, Curtains, Lambrequins, etc. He also has a well equipped repairing department, and special attention is paid to repairing all kinds of furniture. He enjoys a justly merited celebrity for the uniform superiority of his work, and this reputation has secured for him a steady increase in his trade, which now taxes the capacity of his establishment, and to accommodate which he is preparing to add to his facilities. He employs none but the most skilled workmen, and uses none but the best materials in the operations of his business, and fills all orders for work in his line in a prompt and uniformly satisfactory manner. Mr. Dubraks, who is a native of Germany, has resided in the United States for a quarter of a century, and worked at his present business in Dubuque for sixteen years prior to engaging in it on his own account. His work is well known to the people of Dubuque and its surroundings as being in every respect first class, and the success which has attended his enterprise is fully merited.

Lenz Brothers.—Art Studio; 1336 Clay Street; Ground Floor. This important fine art industry was established June 15, 1837, by the brothers, Nic. Lenz and Philip Lenz, who are both Germans by birth, the former coming to this country in 1881, the latter in 1882. Prior to engaging in this enterprise Mr. Nic. Lenz carried on a similar business in Davenport, Iowa, and subsequently in Chicago, Ill., coming to this city in 1887 for the express purpose of opening his studio here. His brother Philip is a musician by profession and for a time after his arrival in this country followed music teaching in Davenport, Iowa, until he joined his brother in this city. The business since its inception has proved a decided success, due mainly to the great taste and skill displayed by these gentlemen in the conduct of their affairs by adopting every new and approved method of operating in the art of photography. They have on exhibition in their establishment a specimen well worth inspection, as it presents the highest display of skill in the art photographic, being a representation of a rank line of the Knights of Pythias in full uniform, with a ground work of India ink. It is superior to anything ever seen in this city, a rare work of artistic skill.

Dubuque Mattress Company.—Mattresses, Spring Beds, Cots, Feathers, Pillows, etc.; 63 to 75 Main Street. We have now under special notice a most important enterprise in that of the Dubuque Mattress Company, organized by Mathias



Kapp & Son in 1876, and duly incorporated in 1878, with Messrs. John Kapp as President, and George Koener as Secretary, under the corporate name, Dubuque Mattress Company. The capital stock of the company is \$10,000. A force of thirty hands are in the employ upon an average weekly pay-roll of \$300. The annual business amounts to upwards of \$50,000 and covers a trade territory embracing the States of Iowa,

Illinois, Wisconsin, Minnesota, Kansas, Nebraska, and the Territory of Dakota. This is the largest industry of its kind west of the Mississippi River. The factory dimensions are 85x100 feet, two floors. A shoddy mill attached covers an area of 30x46 feet, all fully and completely equipped with every essential appliance, convenience and machinery of modern make for the expeditions and proper execution of the work. The product of this house consists of Mattresses of every description, Spring Beds, Cots, and Pillows. They also deal in Feathers, Moss, Excelsior Hair, and other material used in their industry. Mr. John Kapp is a German by birth. He came to this country with his parents in 1849, remaining in New York until 1859, when the family moved to this city, the father dying in 1880. Mr. John Kapp has entire supervision of this extensive industry, occasionally making trips through their trade territory. Mr. Koener is also a German. He has been in Dubuque since 1882 and was formerly engaged by the company as book-keeper and shipping clerk until admitted to partnership. The great prosperity of this house is due to consummate care in the direction of its affairs and the exercise of honorable business methods.

Wm. Gill.—Monumental Architect and Designer; 120 Second Street, between Locust and Main Streets. This popular establishment, being one of the few of its kind and the largest in the city, was established in 1884 by Mr. Gill, a native of Dubuque, who, having learned his trade, after an experience of eleven years, established himself here, and through his skilled experience and superior work has gained a reputation entitling him to the place he now holds among the artisans and designers of the city. He occupies pleasant and commodious rooms at 120 Second Street, where he has ample facilities for work and employs six to twelve men, giving them constant employment, while the practiced eye of the proprietor is over the interests of the house. The trade of the concern is largely through the county, furnishing Monuments, Headstones and other mortuary requirements, to a constantly increasing class of patrons, while his products find their favorites elsewhere in the State, and taken altogether it is a type of the growing industry of Dubuque and the energy and enterprise of her increasing prosperity. Mr. Gill's specialty is in Statue, Statuette and Bust productions from life photographs or models, in the best style of the sculptors' art.

Merchants' Hotel.—Formerly the Key City House; John Babcock, Proprietor; Northeast corner Main and Third Streets. The Merchants' Hotel, which was formerly known as the Key City House, is eligibly located at the Northeast corner of Main and Third Streets, a location which for convenience and centrality is the best of any hotel in the city, being convenient to the business and amusement centre. The house was originally established about 1853 by Thomas C. Fassett, who was followed in succession in the proprietorship of the house by Messrs. John Russ, Charles Hewitt, W. D. Buckman, George Barnard, Mrs. Barnard, P. A. Older and S. W. Hart. In 1886 the house was renovated and refurnished, and its name was changed from the Key City House to the Merchants' Hotel, and leased for a term of years to Mr. John Babcock, the present proprietor. The house has a capacity for the accommodation of one hundred guests, its rooms are well furnished, well lighted and well ventilated, and a thoroughly trained staff of attendants is employed to look after the comfort and convenience of the guests of the house. The dining room facilities of the hotel are unsurpassed for the judicious selection and variety of its menu and the perfection of its cuisine, the table being supplied with the best and most seasonable articles in the market, and the service being in every respect first-class. Thoroughly understanding every detail of the business of hotel keeping, Mr. Babcock is enjoying a large and satisfactory patronage, and a high place in the favor of the travelling and commercial public has been secured by him as a result of his constant care and attention to the comfort and accommodation of his guests.

P. McCullough.—Dealer in Farm Machinery, West Main, between First and Jones Streets. This industry, which now holds such an important place among the foremost of the Key City, was founded seventeen years ago by the present owner and proprietor, Mr. Patrick McCullough. It has been through his indomitable energy and enterprise that the business has grown to its present commanding position of prominence. It may truly be said that as a dealer in Farming Implements and Machinery, Clover and Timothy Seeds, there is none more experienced and extensive in northwestern Iowa, and no equal in Dubuque, to Mr. McCullough, in resources and facilities for handling these goods, which are superior in every respect, and offered at terms that defy competition. He also deals extensively in Farming and Draught Horses, being an expert in this line. Mr. McCullough is a native of Ireland, came to America when a boy and immediately settled in this city. He is an active, enterprising business man and strictly honorable in all his dealings. His success in business is deservedly great.

Eagle Point Lime Works.—George Fengler and Henry Schwagler, Proprietors, foot of High Street, Eagle Point. This business was established in 1876 by George Fengler, who successfully conducted it until the recent organization of the present firm, when Henry Schwagler became the junior partner. The company occupies spacious and commodious works and kilns at Eagle Point, about two miles above the city, where they have ample facilities for the manufacture of their goods. They have a large and constantly increasing trade, extending into western Iowa and southern Dakota, dealing principally in their own manufactures, embracing Lime, Hair, Stucco and Cement. Though beginning with a capital of \$7,000, their business has increased so that the daily capacity of the works is now 200 barrels, requiring eighteen persons with the aggregate weekly salary of \$180, and the handsome annual production of \$30,000, and the business is yearly increasing.

Bayer & May.—Temple of Music; Pianos, Organs and Musical Merchandise; corner of Main and Tenth Streets. A prominent addition to the important business establishments of Dubuque is that afforded by the recent inauguration of the enterprise of Messrs. Bayer & May, whose establishment is the only exclusive Music House in the city. The members of the firm are Messrs. H. G. Bayer and Stephen May, both of which gentlemen are thoroughly practical musicians and understand every detail of this business. They occupy a three-story building, 40x60 feet in dimensions, and carry a large and completely assorted stock of Pianos, Organs, Musical Instruments and Musical Merchandise of every description, dealing in Mason & Hamlin Pianos, Story & Clark Organs, Everett Pianos, Hardman Pianofortes and all classes of Musical Instruments, also carrying a large and complete stock of Book and Sheet Music, embracing leading publications of Europe and America, all the standard compositions and the latest and most popular music. In the extent and careful selection of stock this house is not surpassed by any other in the State of Iowa, large and complete lines being carried in every department. Messrs. Bayer & May are gentlemen of correct business habits, and the facilities enjoyed by them and the intimate relations maintained by them with the leading manufacturers in this department of industry, enable them to offer unexcelled inducements, both in quality and price, to the people of Dubuque and the country surrounding it in Iowa, Illinois and Wisconsin. Those sending orders to the house may rely upon their being promptly and accurately filled.

Ch. E. Kleis.—Dealer in Bottled Beer, Soda, Seltzer, Mineral Waters, etc.; Corner of Ninth and White Streets. Mr. Kleis, who established this business in 1863, has from that time to this enjoyed a steadily increasing success, as a result of the superior merit of his goods, and the close attention paid by him to every detail of the industry in which he is engaged, and in which he is thoroughly practical and experienced. He is a dealer in and carries a large stock of the celebrated St. Louis Bottled Beer, made by the Anheuser-Busch Brewing Association, and also the superior Milwaukee Bottled Beer of the Val. Blatz Brewery, these breweries being the two largest in the United States, the goods having a merited celebrity for their purity and superior quality. In addition to this branch of his business Mr. Kleis carries on a heavy business as a manufacturer of Soda, Seltzer, Mineral Water, Ginger Ale, Champagne, Cider, etc., in which his product is not excelled in quality by that of any similar establishment in the country. He does a large business in the city and surrounding country, giving constant employment to five clerks and assistants, and occupying a spacious building completely equipped with all the necessary machinery and facilities for the successful conduct of the business. Mr. Kleis, who is a native of Germany, came to this country about thirty-nine years ago and has resided in Dubuque since 1863, since which time he has held a high place in the confidence and esteem of the community by the uniform fairness and reliability of his dealings.

Trenk Wire Works.—Manufacturer of Wire Goods generally, Northeast corner of Fourth and Iowa Streets. This industry had its inception in 1880. Mr. H. F. Trenk, the owner of these works, is a young enterprising business man, and an adept at the trade of wire-working, having learned the trade in his native state, Connecticut, and perfected himself in the business by doing journey work here and elsewhere. His shops are equipped with all the necessary machinery for the proper execution of the work, and in the employ has three expert workmen, and more as

occasion requires. A considerable business is secured through mail orders, mainly from Iowa and Minnesota, and a very large local jobbing business is done, as this is the only establishment of this kind in the city or state. In spite of competition from abroad, the superior merit of the product of Mr. Trenk's shops has secured for him a deserved large patronage, which is steadily increasing from year to year. A travelling salesman is on the road occasionally in the interests of the house, and with the increase of facilities now in contemplation a material increase in trade is confidently anticipated in the near future. Parties desiring anything in the line of Wire Work, wire cloth for sieves or window screens, bank railings, etc., would do well to consult Mr. Trenk before buying elsewhere, as they can rely upon honest work at reasonable prices. Mr. Trenk's Illustrated Catalogue will give all necessary information concerning his goods and the prices for the same. Apply in person or through the mails for prompt attention.



EAST DUBUQUE, ILLINOIS.

EAST DUBUQUE, formerly named Dunleith, had its origin as a settlement from a ferry, established some years subsequent to its traditional and earlier historical period, by Jordan & Gregoire. In 1865, it became a town, and in 1865 received corporate sanction, when, on March 10, 1879, its name was changed to East Dubuque. It is beautifully situated within the rocky bosom of the bluffs, upon the Illinois side of the river, and containing among its buildings many elegant private residences, several important business houses, stores, shops, etc. Among the public buildings is a fine school house, two churches, and new engine house of the fire department. The schools of the city are in first-class condition, consisting of five departments, under the tutorage of the most efficient teachers, and the moral and religious elements are also subserved by two denominations, each being represented by its own church and having full congregations. The recent improvements of the city consist in part of a new and commodious grist mill, and the new Illinois Central railway elevator, having a storage capacity of 200,000 bushels. An artesian well, 980 feet deep, supplies the city with pure water, and the sanitary condition is most excellent. The new High Bridge, mentioned elsewhere, is one of the finest specimens of engineering skill in the northwest, and when completed, which will be by December 1st, will be a monument of utility and beauty to the citizens upon both sides of the river, as the interests of the influential men of the "Key City" will be enlisted in the eligible and attractive building sites upon the opposite banks of the river, where nature has beautified her face with natural grace and is only waiting for the eye of science and the hand of art to transform her rocky landscape into elegant homes of comfort, contentment and pleasure.

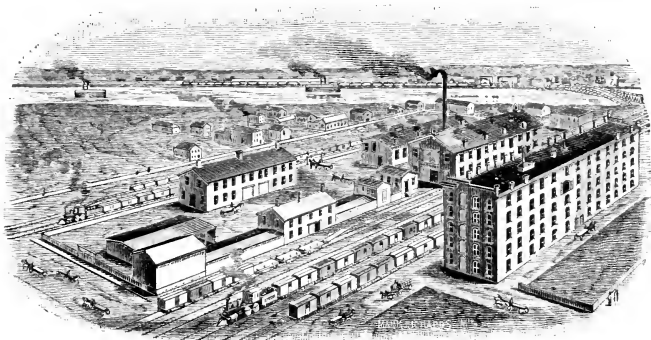
REPRESENTATIVE HOUSES.

T. & J. Maguire.—Wholesale and Retail Dealers in Dry Goods, Groceries, Boots, Shoes, Hats, Caps, etc., East Dubuque, Ill. This enterprise was founded in 1868 by the firm of Maguire & Groff and changed to T. & J. Maguire in 1869. The capital involved in the business is \$20,000. The annual trade secured amounts to \$40,000, and extends to the city and adjacent country districts. Besides doing a general business in Dry Goods, Groceries, Boots, Shoes, Hats, Caps, Queen's Ware, School Books, Stationery and Patent Medicines, the Messrs. Maguire handle Grain, Feed and Country Produce extensively and do a commission business. Their store is elegantly located and commodious and completely stocked with diversified lines

of goods. Their success in business is due to consummate skill in the conduct of their affairs and the exercise of honorable business methods in all their dealings. Mr. Thomas Maguire was born August 22, 1839, in the parish of Mullaughdren, County Fermanagh, Ireland, came to this country in 1852, followed farming five years, taught school four years, graduated at Bryant & Stratton's College, Chicago, Ill., in 1862, held the office of town clerk, Menominee Township, one year, was school trustee three years, and has been school treasurer from 1863 until the present. He has also served in other civil capacities. In 1885 he was elected mayor of East Dubuque, which position he now holds. He is also postmaster of the city of East Dubuque, having received his appointment November 1, 1885. His brother, Mr. Henry E. Maguire, is his assistant, and John E. Maguire, his son, is his clerk. His brother, John Maguire, is a native of the same place, born October 22, 1841, came to this country in 1850, locating here, pursued the occupation of farmer fifteen years. In 1863 he went to Pike's Peak, Colorado, and returning subsequently, held the office of school director three years in Elizabeth township, Ill., and also that of school trustee three years in Dunleith, and then alderman in 1875 to 1876. Their parents are named John and Elizabeth Maguire (Miss Cassidy) whose children were Mary, Thomas, John, Francis, James, Phillip and Henry, living, and Hugh, Margaret, Andrew and Daniel, deceased. In religion the family are strict Roman Catholics, in politics, Democratic to the core. The brothers, T. & J., own 650 acres of land in Dunleith township, 320 in Plankinton, Dakota, and 120 in Grant County, Wisconsin, besides their store, unimproved property, and many other buildings in the city and unimproved property in Dunleith township. They are closely identified with the progress and development of the city of their adoption. The Maguire Brothers, Real Estate, Loans and Insurance, St. Paul, Minn., are their brothers, (J., P. J. & H. E. Maguire) a very responsible firm, doing a thriving business.

Hugo Apfeld.—Manufacturer and Dealer in Harness, Bridles and Saddles, Sinsinawa Avenue, East Dubuque, Ill. This is the only house of its kind in East Dubuque. It was established by Mr. Apfeld in 1866, he being a native of Germany, having emigrated to the United States in childhood. Having grown to manhood, when the war cloud burst upon the country he enlisted during the second year of the struggle as a member of the Twenty-seventh Iowa Volunteer Infantry, serving therein until the close of the war. Returning from the scenes of carnage and strife he again engaged in the peaceful arts of life and served as City Treasurer of East Dubuque from 1877 to 1882, and as Justice of the Peace from 1881 to the present time, being now the worthy incumbent of that position. He manufactures first class Harness, Saddles, Bridles and other useful articles of Saddlery and Harness. He occupies a commodious building fronting on Sinsinawa Avenue, with a store and exhibition room of proper dimensions for the display of goods, and at the rear of which is his manufactory, in which is all the machinery and implements necessary in the construction of first class Harness work. Besides carrying a full stock of Hand Made Harness, together with complete lines of custom work of all descriptions, he also has at all times Farriers' Goods of different styles and varieties, being also agent for the celebrated Diamond Black Harness Oil, the best known preparation for the preservation of Harness and all kinds of Saddlery. Mr. Apfeld's trade is scattered through the rich and populous districts of Jo Daviess County, Ill., and Grant County, Wis., besides a large and increasing city trade which is of no small proportions, and which through good work and fair dealing is daily becoming more extensive, and it may be truly said that the house is a growing tribute to the business interests of that portion of the city.

East Dubuque Manufacturing Company.—Henry Fockler, President; Louis Fockler, Treasurer; C. Fockler, Superintendent. Offices and warehouse East Dubuque, Ill. This important industry was founded in 1877 by C. Fockler and Brother, and was duly incorporated March 10, 1886, as the East Dubuque Manufacturing Company, with the official list noted in the caption of this special notice. The capital involved in this enterprise is \$75,000. Their business capacity is fully \$100,000. There are from fifty to seventy-five men in the employ. The trade of this house embraces the States of Iowa, Illinois, Wisconsin, Minnesota, Kansas and



Missouri, and the Territories of Wyoming and Dakota, and is constantly extending into adjacent territory. The product of this manufactory consists in Carriage, Extensions, Canopy and Express Tops, Cushions, Lazy Backs, etc. The specialties are Buggy and Spring Wagon Gearings and Bodies in white, A. & R. Side Bar Springs, Press Grain Drills, etc. This is the largest industry of its kind in East Dubuque. The building is four stories in height, 50x150 feet in dimensions, and completely equipped with every essential appliance and machinery for the expeditious and efficient execution of the work. The Messrs. Fockler are all Pennsylvanians by birth and came to this city in 1860, and for industry, enterprise and business sagacity are seldom equalled. Their success in business is due to consummate care and judicious management in the conduct of their affairs and the exercise of correct and honorable business methods in all their dealings.

Meuser & Seippel.—(Joseph A. Meuser and P. J. Seippel) Wholesale and Retail Dealers in Lumber and Shingles, East Dubuque, Ill. This is one of the valuable acquisitions to the business interests of the city, which, though having had its origin during the present year, promises to be a rival to some of the larger houses engaged in the same line of industry. The lumber yards of this company are eligibly situated in a position where its easy and rapid handling is signally accomplished, with a weekly pay-roll of \$250, and a handling and transporting capacity of 50,000 feet per diem. They carry a full and complete stock of Chippewa River soft pine, including Shingles, Pickets, Lath, Cedar Posts, Sash, Doors, Blinds, Eave Gutters, Building Paper, etc. Having one purpose in common, they are admirably fitted for the great industry in which they have engaged, with honor to them, and a lasting credit to the eastern wing of the Key City of the west.

Val. Hellstern.—Dealer in Stoves, Tin and Hardware; East Dubuque, Ill. Mr. Hellstern, though a native of Galena, Ill., has been a citizen of East Dubuque since 1878, prior to which he learned the tinner's trade, now of so high a service to him in the business in which he is engaged. His store is large and commodious and completely stocked with full lines of Stoves and Shelf Hardware, Pumps, Cutlery, Farming Tools, and in fact everything found in a first class house of this kind. In the manufacture of Tinware his facilities are unsurpassed, having all the machinery and tools required in the construction of the different articles of the household. In this establishment can be found the complete outfit of master carpenter, down to the meagre tools required by the apprentice, including Planes, Saws, Hammers, Squares, Rules, Compasses, Hand-Axes, Bevels, Braces and Bits of every pattern. The agricultural department is also replete with all the tools used by the husbandman, and of the latest and most approved patterns. In addition to his complete stock may be added that of the repairing department of Tinware, where, under the supervision and skill of expert workmen, perfect satisfaction is rendered. From its beautiful and practical location and the energy and thrift of its proprietor, this house is the largest in East Dubuque, and its future success is a fact that cannot be disputed, its patronage having increased rapidly within the last few months, and is daily extending over a larger and more extensive territory.



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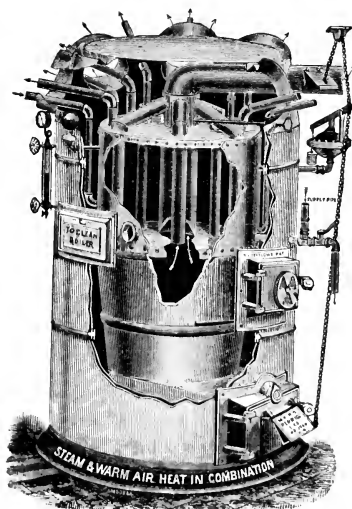
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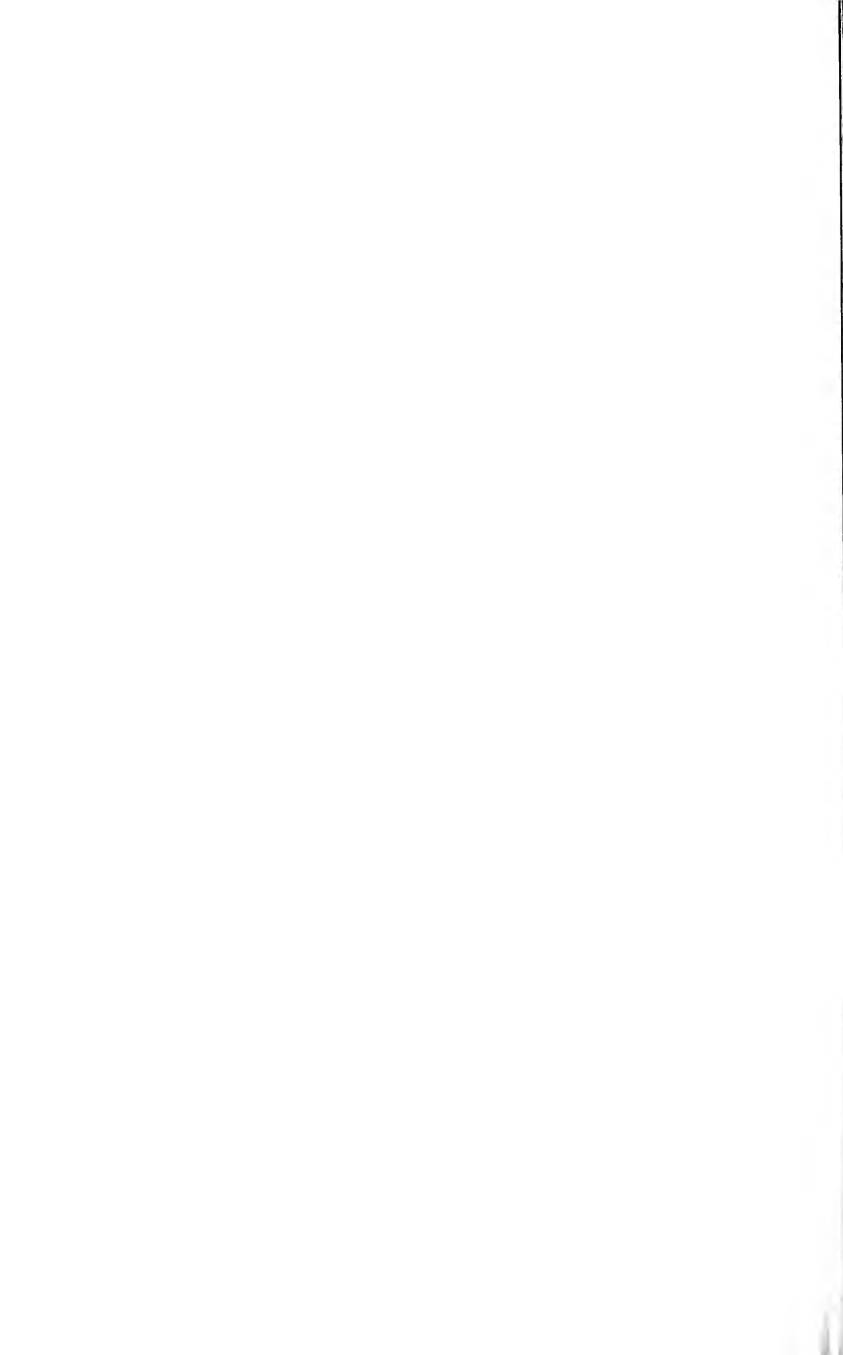
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